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# AIR TRANSPORTATION

SEPTEMBER • 1960

The Air Magazine for The Modern Shipper Vol. 37 No. 3

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Is the Cart  
Before the Horse?

From Moment to Moment

Broader Horizons for the  
Pacific Air Freight Market

Catalyst to the Coming  
Explosion . . . Pricing

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599 1049H	595 1049H	FLIGHT NUMBER EQUIPMENT	598 1049H	592 1049H
11:00 ↓ 1:24 2:30 ↓ 7:15	11:25 12:32 1:35 ↓ 3:14 4:15 ↓ 5:22 6:25 ↓ 6:36 7:40 ↓ 12:51	Lv (EDT) NEW YORK (INT'L) .... Ar Ar (EDT) PHILADELPHIA ..... Lv Lv (EDT) PHILADELPHIA ..... Ar Ar (EDT) PITTSBURGH ..... Lv Lv (EDT) PITTSBURGH ..... Ar Ar (EST) COLUMBUS ..... Lv Lv (EST) COLUMBUS ..... Ar Ar (CDT) CHICAGO (MIDWAY) .. Lv Lv (CDT) CHICAGO (MIDWAY) .. Ar Ar (CDT) INDIANAPOLIS ..... Lv Lv (CDT) INDIANAPOLIS ..... Ar Ar (CDT) ST. LOUIS ..... Lv Lv (CDT) ST. LOUIS ..... Ar Ar (CST) KANSAS CITY ..... Lv Lv (CST) KANSAS CITY ..... Ar Ar (PDT) LOS ANGELES ..... Lv Lv (PDT) LOS ANGELES ..... Ar Ar (PDT) SAN FRANCISCO ..... Lv	11:42 ↑ 7:50 6:48 ↑ 10:30	12:18 ↑ 10:40 9:57 ↑ 6:45 5:47 ↑ 3:40 2:41 ↑ 8:00

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		980 1049H	980 1049H	970 1049H			971 1049H	981 1049H	981 1049H
NEW YORK	Lv	01 30	01 30	01 30	ROME*	Lv	14 30	16 30	14 30
INTERNATIONAL AIRPORT	Ar	107 25	107 25	107 25	MILAN*	Ar	16 10	18 10	16 10
GANDER	Lv	08 10	08 10	08 10		Lv	17 40	19 40	17 40
SHANNON	Ar	118 40	118 40	118 40	ZURICH*	Ar	18 45		18 45
	Lv	19 25	19 25	19 25		Lv	20 00		20 00
FRANKFURT	Ar			22 30	GENEVA*	Ar		20 50	20 50
	Lv			00 30		Lv		21 50	21 50
PARIS	Ar	Tues. 21 50	Thurs. 21 30	Sat. 00 30	PARIS	Ar		23 10	23 10
	Lv	Wed. 00 15	Fri. 00 15	Sun. 00 40		Lv		00 40	00 40
ZURICH*	Ar			01 35	FRANKFURT	Ar	21 05		
	Lv			02 30		Lv	22 30		
GENEVA*	Ar	01 35	01 35		SHANNON	Ar	102 00	103 15	103 15
	Lv	02 30	02 30			Lv	02 45	04 00	04 00
ROME	Ar	04 35	04 35	04 35	GANDER	Ar	107 35	108 30	108 30
						Lv	08 15	09 30	09 30
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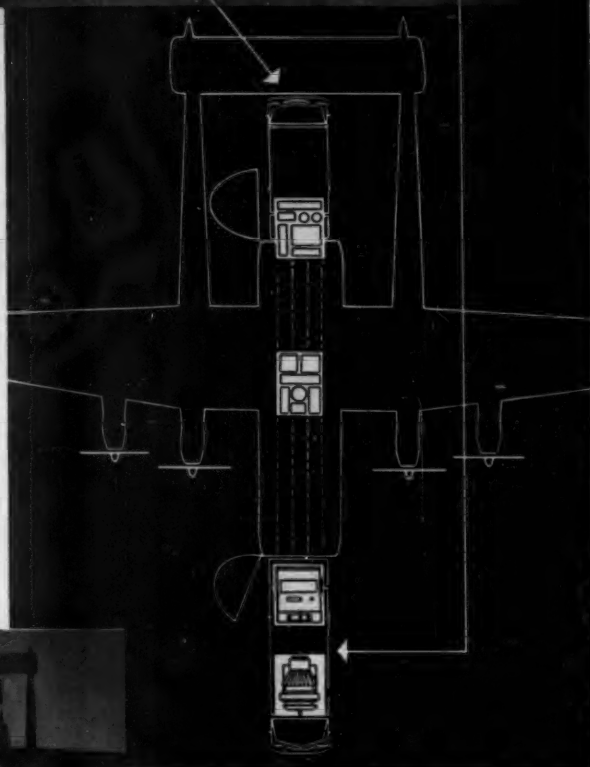
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# AIR TRANSPORTATION

The World's First Air Cargo Magazine

Established October, 1942



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AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargo plane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

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# AIR COMMERCE

DOMESTIC . . . INTERNATIONAL AIR CARGO



VOL. 37

SEPTEMBER, 1960

No. 3

## Japan Air Lines Would Operate to New York

If the efforts of Seijire Yanagita, president of Japan Air Lines, are successful, transpacific shippers will have a second through air service between Tokyo and New York.



Yanagita

*Eyes on New York*

ent Airlines is the sole carrier providing the one-carrier service between New York and the Japanese capital.

JAL serves the United States cities of San Francisco, Los Angeles, and Seattle, in accordance with the terms of the bilateral agreement. Yanagita pointed out in his message to Minister Minami that Tokyo and New York are economic counterparts, and that while United States carriers serve Tokyo, JAL is barred from enjoying traffic rights to New York. Every other international air carrier has the latter right, he stated; furthermore, JAL does not enjoy the reciprocal right of Northwest to operate to Tokyo from the East Coast of the United States.

Yanagita said that there are indications that more American flag air carriers will have access to Tokyo from the East Coast. While he did not spell this out, the JAL head probably referred to the recent recommendation by a Civil Aeronautics examiner to allow Pan American World Airways to start flights from an East Coast (Concluded on Page 37)

## Venezuela Government Seizes Ransa Control

As a punitive measure against the alleged complicity of its head in the attempted assassination last June of Romulo Betancourt, President of Venezuela, Ransa Airlines has been taken over by that government, Ransa's president and principal stockholder is Captain Carlos Chavez, who reportedly is under police detention.

The Venezuela Government is said to have acquired majority control of the airline from Chavez, and to have assumed all debt obligations. Minority stockholder is Captain Everett Jones, vice president of Ransa, who is headquartered in Miami.

## Jackson in Key Spot as Seaboard Announces Recapitalization Plan

### CAB to Hear Merger Plan Of United and Capital

A prehearing conference on September 15 to consider the merger proposal of United Air Lines and Capital Airlines, has been ordered by the Civil Aeronautics Board. Directors of both trunk airlines last month approved a plan which, in effect, would lead to the absorption of Capital by United.

It was pointed out that either airline board has the right to drop the merger pact if stockholders disapprove of it, or if the CAB did not grant approval by January 31, 1961. W. A. Patterson, United's president, has urged speedy CAB action.

It is understood that the merger plan was born at Capital which has found itself in severe financial difficulties. Vickers-Armstrongs Ltd., British manufacturer of the Viscount which Capital operates, recently brought a foreclosure action against the airline for default on a \$33.8 million debt. The CAB had started a broad inquiry into the financial structure of Capital (June 1960 AT; Page 68).

If the merger goes through, United, one of this country's so-called Big Four, will acquire Capital's balance of 41 Viscounts (15 are being returned to the manufacturer, and four others have been destroyed or retired), 10 DC-4s, 10 Constellations, and 17 DC-3s. Capital also has leases on 11 Pan American DC-6Bs, which United presumably would take over.

The merger plan was made public at a time when the CAB must decide whether another similar proposal, filed by TWA and Northeast Airlines, is in the public interest (June 1960 AT; Page 6).

The 13th edition of the *Air Shippers' Manual* ranks United third in domestic freight ton-miles flown, and first in express ton-miles. Capital ranks 12th in freight, and 7th in express.

## John Brancker Resigns

An internationally known air transport figure, John Brancker, has resigned his post as traffic director of the International Air Transport Association. No official reason was given for Brancker's sudden resignation. According to certain airline sources, his resignation was at the demand of Sir William P. Hildred, IATA director general.

Seaboard & Western Airlines, sole scheduled all-cargo operator across the Atlantic and the world's eighth ranking carrier of international air freight, has announced a major reorganization of the company on both management and financial levels.

Raymond A. Norden, president, who issued the announcement, stated that a recapitalization and financing plan has been agreed to by Seaboard and several of its creditors.

Leaping into the limelight is Richard M. Jackson, who was elected general manager and acting chairman of the board. Jackson, a management consultant, is a former associate of Laurance S. Rockefeller. He is a former director of aircraft coordination for American Airlines, serving with that company for 13 years until 1958.

Joining Jackson on the board is Peter J. Aird, chartered accountant associated with Canadair, Ltd., a subsidiary of General Dynamics. Canadair is the manufacturer of the CL-44 propjet airfreighter which Seaboard has ordered. The election of Jackson and Aird raises board membership to eight.

It has been common industry knowledge for some time that the all-cargo airline is in serious financial difficulty. Still persisting is rumor that Seaboard may merge with Slick Airways, another CL-44 purchaser (May 1960 AT; Page 10). While it is acknowledged that certain discussions have taken place, no such action is said to be imminent. Slick, a certificated domestic all-cargo airline, suspended common carrier operations 2½ years ago. There has been talk of its desire to return to scheduled transcontinental runs.

Creditors who signed the agreement with Seaboard are Canadair, Esso Export Corp., and the Caldwell-Wright Division of Curtiss-Wright Corp. Plane lessors include Air-World Leases, Inc. and International Aviation Corp.

Subject to stockholder and Government approval, the plan calls for a one-to-three reverse split of Seaboard common stock and an increase in the authorized capitalization of the company to 4.5 million shares of new \$3 par value common stock. It was reported that there were 1,056,240 (Concluded on Page 37)



Jackson

*Important post*

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IT  
FAST!**



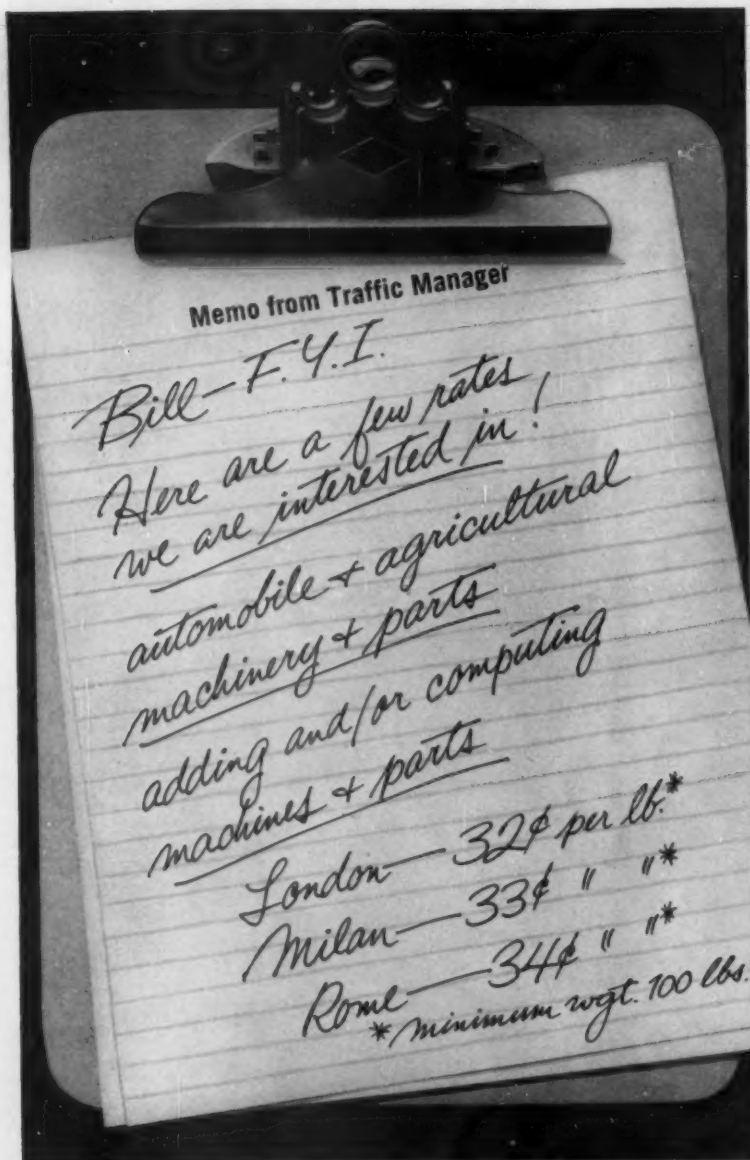
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PAGE 8—AIR TRANSPORTATION—Air Commerce

## Idlewild is Getting 2 More Cargo Buildings

Shippers and forwarders will be serviced through two additional cargo buildings at New York International Airport. S. Sloan Colt, chairman of the Port of New York Authority, announced that \$2,864,000 have been earmarked for the expansion of the airport's Air Cargo Center.

Scheduled for completion in the spring of 1962, the two structures will provide approximately 125,000 square feet of space for airline use. Included in the plans are ramps for 10 aircraft, loading platforms for 40 trucks, and vehicular parking for some 350 cars.

At the present time, the Air Cargo Center at New York International consists of four one-story airline cargo buildings and a two-story Cargo Service Building. The latter is occupied by forwarders, customs brokers, and Government inspection agencies. The 80-acre center also has an Animalport which was built and is operated by the American Society for the Prevention of Cruelty to Animals. More than 100,000 animals are shipped through the airport every year.

New York International, in the 1949-59 period, increased its annual cargo traffic from nine million to over 200 million pounds. It is estimated that air cargo traffic here will reach 280 million this year. In five years it is expected to jump to 450 million pounds, and in 15 years to 830 million pounds.

## Sabena Freight Contest For North Central Men

In a promotional effort to boost freight traffic, Sabena Belgian World Airlines has established a contest for employees of North Central Airlines. Alex Igyarto, Sabena's North American cargo sales manager, said that the contest, which involves free trips to Europe plus spending money (\$125 to each winner), is designed to increase freight shipments and to familiarize the local service air carrier with the Belgian airline's jet freight service. Sabena has scheduled routes to more than 100 points through Europe, Africa, and the Middle East.



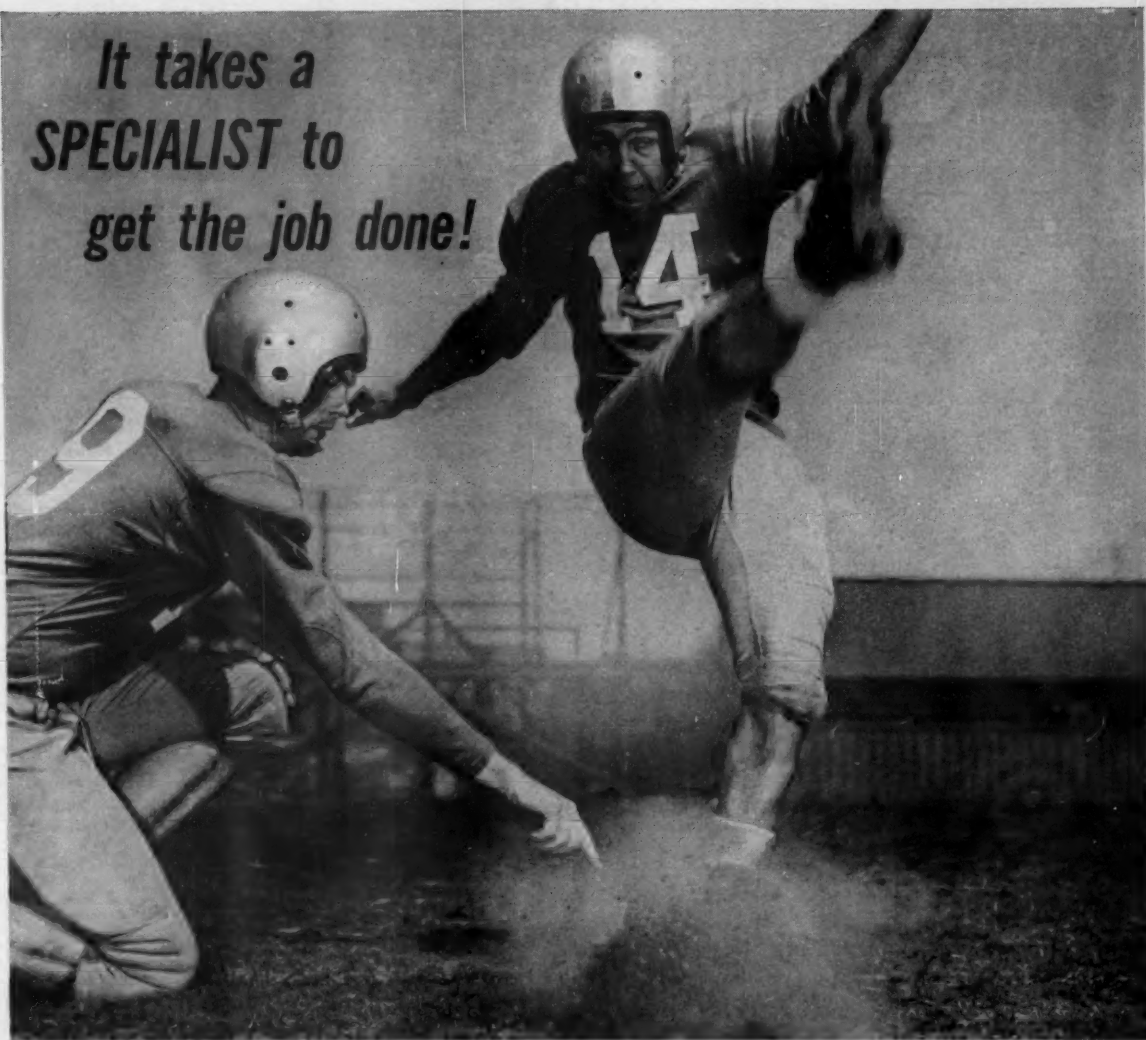
Igyarto  
Announces contest

## Executive Course In Transport Planning

A five-week course in transportation planning for executives will be conducted at the Transportation Center at Northwestern University, Evanston, Ill., starting October 16. Topics will include industrial locations and demands for transportation, game theory and linear programming, labor relations in transportation, transportation history, regulation, pricing, technological innovation, reading improvement, and public speaking.



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SPECIALIST to  
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For extra service points that win, give Flying Tiger specialists the ball. Are your shipments oversize or overweight? Commodities require special handling? Advance notification of consignees needed? Off-line destinations to be reached quickly at low cost? You name it, Flying Tiger specialists have the answer.

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# "Cut warehousing and boost distribution?..

**Delta Air Freight does the impossible!"**



Armour Pharmaceutical Company eliminates warehouses by airlifting area shipments to regional centers where pre-labeled and postage-paid packages are speeded to individual customers.

"Drug shipments need expensive refrigerated warehousing and special handling as a rule," comments W. F. Sheehy, Transportation Manager. "We eliminate this requirement by using Delta Air Freight and serve our customers *faster and better* than ever. A 9-state shipment, for example, can be flown to Atlanta where individual packages, already pre-labeled and stamped, fan out to our customers in a fraction of the former time."

## Profit from Delta's BIG PLUS

Delta operates all-cargo flights and in addition carries freight on every passenger flight, including Jets, throughout the richest half of the U.S.A. Delta cuts a dozen hidden costs of surface shipping for most every product under the sun... gives you next-day delivery to boot! Call Delta or write:



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Charlotte • Chicago • Cincinnati  
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Detroit • Memphis



GENERAL OFFICES: ATLANTA AIRPORT, ATLANTA, GEORGIA

PAGE 10—AIR TRANSPORTATION—*Air Commerce*

## REA-Delta Freight Pact

Railway Express Agency and Delta Air Lines have signed an agreement whereby shippers located in areas not served by commercial airports will be able to send their air freight shipments via REA.



Jump



Miller

Announce agreement

Chester Jump, REA senior vice president, and T. M. Miller, Delta vice president of traffic and sales, pointed out that shipments may be sent as air freight and delivered as surface express, or in reverse order, depending on the originating point. Only a single receipt is involved in the transaction.

## Pogue Cites Growth Rate Of Northbound Shipments

The products of the South's industries are moving north over Delta Air Lines' freight services at a greater rate of increase than the southbound flow, John Pogue, manager of cargo, reported.



Pogue

Southern growth

This reversal of the historic directional flow is the result of the expansion of Southern industry, Pogue stated. He cited the fact that "for the first time, the South is beginning to export its products at a rate comparable to its imports." This is having a pronounced effect on air freight, Delta's cargo chief asserted.

In June, Delta went over the five-million-pound mark for the third time in company history. Its total freight airlift that month reached 5,333,358 pounds.

## Alabama Transportation Parley Views "Tomorrow"

The Southern Research Institute is sponsoring a two-day conference (September 29-30) which will discuss subjects under the general topic, *Tomorrow's Transportation*. It will be held at the Dinkler-Tutwiller Hotel, Birmingham, Alabama. Future technological trends in transportation will be discussed. Representing air transportation will be William Littlewood, vice president-equipment research, American Airlines.

# International Harvester does World Trade at Jet Speed via B·O·A·C!



The overseas customer for International Harvester products and equipment requires deliveries that can only be met with careful cargo scheduling. For that reason, International Harvester uses BOAC Cargo service to insure swift, prompt shipments throughout the world.

Trans-Atlantic and Trans-Pacific shipments from International Harvester's Mid-West plants are carried at jet speed to keep farm machine and implement parts, construction equipment and motor truck parts on the shelves of their distributors with a minimum amount of inventory. This means that breakdowns can be readily repaired, drastically reducing costs of idle equipment.

BOAC offers frequent world-wide flights from New York, Boston, Chicago, Detroit, Honolulu, San Francisco, Montreal, Toronto. Offices also in Atlanta, Buffalo, Cleveland, Dallas, Los Angeles, Miami, Philadelphia, Pitts-

burgh, Washington, Vancouver, Winnipeg. Convenient? Of course. Frequent flights from these areas means certain space for your shipment. For full information consult your freight forwarder, BOAC cargo agent, or any BOAC office.

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**B·O·A·C**  
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**QANTAS**

Australia's Round-the-World Jet Airline

PAGE 12—AIR TRANSPORTATION—Air Commerce

## SERVICES

### DOMESTIC

#### AMERICAN

American Airlines last month opened its DC-7F airfreighter service between New York and the West Coast. Each aircraft, which has a lift of 33,500 pounds of freight, cruises at 350 miles per hour. Flight 825 leaves New York at 10:20 p.m., arrives in Los Angeles at 5:59 a.m., and lands at San Francisco at 8:20 a.m. Flight 828 departs San Francisco at 8:40 p.m., Los Angeles at 11:25 p.m., and arrives in New York at 12:30 p.m. next day. All times are local.

The coast-to-coast airline, jointly with Continental Airlines, has inaugurated jet cargo service between Los Angeles, El Paso, and Houston. Boeing 707 equipment is flown.

#### DELTA

Convair 880 jet service has been expanded with flights from Chicago to Houston, Memphis, New Orleans, and Atlanta. Delta anticipates opening 880 runs to Washington/Baltimore, Detroit, St. Louis, Cincinnati, Tampa, Miami, and other cities.

#### NATIONAL

Next month, or November latest, National Airlines will kick off the first daily jet service between Miami and Houston, operating DC-8 aircraft. The DC-8s will tie in at Houston with the Continental-American jet interchange to Los Angeles via El Paso (see above). The three carriers recently started jet runs over the interchange route between Miami, New Orleans, Dallas-Fort Worth, and Los Angeles.

#### UNITED

Omaha has received its first jet service with the scheduling of United's Boeing 720 flights from that city to Chicago and to Denver and Los Angeles.

United also established daily 720 jet service between Cleveland and the West.

### INTERAMERICAN

#### BRANIFF

The Dallas-based airline recently inaugurated the first commercial jet service between the United States and Colombia.

#### PAN AMERICAN

Jet flights between New York and Rio de Janeiro started last month, with scheduled time set at 9:45 hours flying time, with a 45-minute stop at Port of Spain. New York departures are on Wednesdays and Saturdays; from Rio, Thursdays and Sundays.

#### PANAGRA

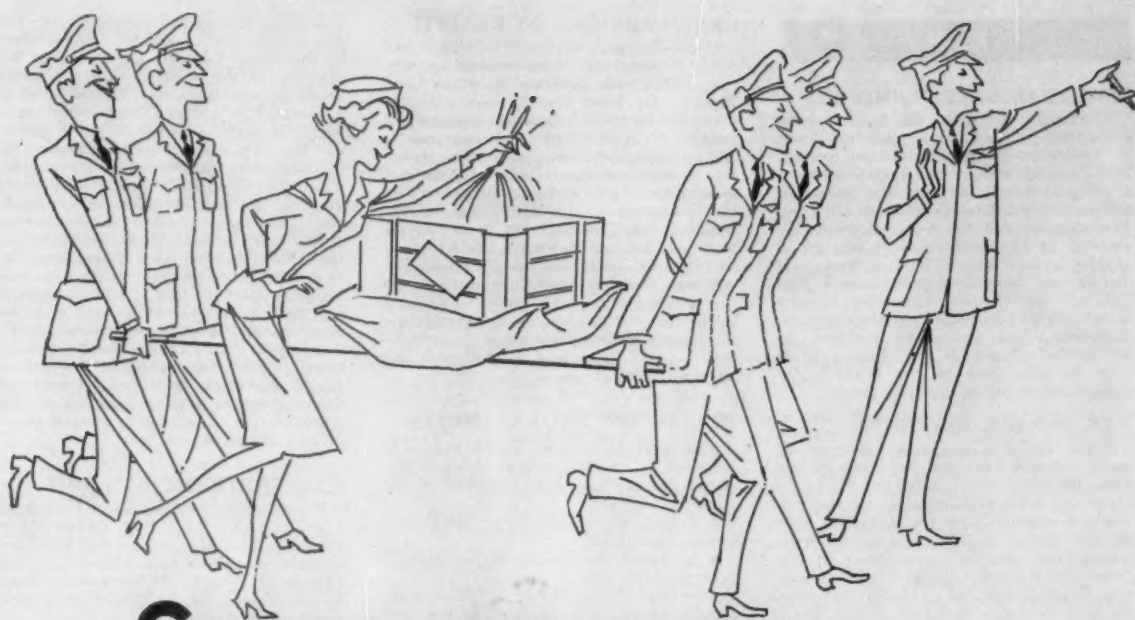
DC-7F airfreighter service has opened on a weekly schedule, the weekly run being made out of Miami to Panama, Guayaquil, Lima, La Paz, and Cochabamba. The newly converted Douglas plane replaces the DC-6A introduced in the run last winter (February 1960 AT; Page 26). The DC-7F will give Panagra about another 1½ tons capacity per flight, plus greatly increased speed. The airline hauls considerable bulky consignments on this run.

#### VARIG

The Brazilian airline got the jump on its competition by putting into service the

(Continued on Page 16)





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TO SOUTH AMERICA**

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## CAB

### PERUANAS GETS PERMIT

Aerolineas Peruanas, S. A., has been authorized by the Civil Aeronautics Board to receive a foreign air carrier permit. The Peruvian airline will operate between a point or points in Peru, the intermediate points of Guayaquil, Panama City and Barranquilla, and the terminal point Miami. It is also authorized to engage in charter trips, "subject to the terms, conditions, and limitations prescribed in Part 212 of the Board's Economic Regulations, and to such other reasonable terms, conditions, and limitations required by the public interest as may from time to time be prescribed by the Board." Authorization is for a two-year period.

### TAN PERMIT EXTENDED

TAN Airlines' temporary foreign air carrier permit has been extended by one year in order "to enable the Board to make an early reexamination of the carrier's operations and the progress made by the carrier in becoming substantially owned and effectively controlled by nationals of Honduras." The Civil Aeronautics Board stated that "in view of failure to heed earlier admonition of the Board that the carrier modify its operations to serve primarily traffic between Miami and points in Honduras rather than traffic between Miami and points in South America," TAN is prohibited from operating services between Miami and points south or east of Honduras.

### CRAF CARRIERS TO BENEFIT

CAB Chairman Whitney Gilliland has made it plain that nonscheduled air carriers which have participated in the Civil Reserve Air Fleet standby contract program will be taken into consideration when passing on applications for exemptions to enter competitive bids for military traffic. Other important factors will be "fair and reasonable rates, and determination by the Secretary of the Air Force or his designee that 'the contract is in the interest of national defense.'" Referring to the Board's conclusion that it would discontinue granting blanket exemptions for the airlift of military traffic, Gilliland stated that it still plans to end exemptions for international flights, but it is continuing to study "how best to deal with domestic traffic."

### RULING ON NAL-PAA DEALS

The Civil Aeronautics Board has made decisions on two agreements between National Airlines and Pan American World Airways. It has:

► Voided the exchange of stock and option agreement.

► Approved the leasing of jet aircraft between each other.

The Board stated that it is "in substantial agreement" with the findings and conclusions of Examiner Leslie G. Donahue. In his initial decision, Donahue found that the short and long term leases of jets were beneficial to National, Pan American, and public, and should be approved, but that the option and stock agreement was not consistent with the public interest.

The latter was spelled out this way: Pan Am was enabled to acquire and to extend its control of National; the agreement was contrary to the antitrust laws; National would be substantially damaged; through National, Pan Am would indirectly have a domestic route, contrary to CAB policy; the Pan Am-National competition on the Miami-Havana and New York-Havana runs would be eliminated; competitive imbalance in air transportation would result; and a monopoly would be in the making.

The carriers have been ordered to return the exchanged stock by no later than September 14. This involves the return by National to Pam AM 400,000 shares of the latter's capital stock, and Pan Am must return to National an equivalent number of shares of the latter's common stock. By mutual agreement they are to cancel the stock option of December 4, 1958, whereby National granted to Pan Am the right to buy up to 250,000 shares of its common stock.

### UAL CHEYENNE RUN OUT

Pending final decision on a United Air Lines application to end its service to Cheyenne as authorized on two route segments (Denver-Salt Lake City and Denver-Cheyenne), the Civil Aeronautics Board has authorized the air carrier to suspend service to that city.

### IATA PROPOSAL SUPPORTED

The Civil Aeronautics Board, in a 4-1 decision, has approved an amendment to the Provisions for the Regulation and Conduct of the Regional Traffic Confer-

*Your CARGO is our FIRST concern  
on S&W Transatlantic AIRTRADERS*

S&W carries nothing *but* freight and mail. You get faster,  
more efficient service.



The advertisement features a large, stylized illustration of a cargo plane in flight, angled towards the right. Below the plane is a flight route diagram showing a path from London/Glasgow to Paris/Zurich to Frankfurt/Stuttgart. The background of the lower half of the ad is a dark, textured area with repeating "S&W" logos.

**MAIL and CARGO Super Constellation Flights Around the CLOCK to and from principal cities in Europe—connecting East and Far East. Call Your Freight Forwarder or**

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ences of the International Air Transport Association. The amendment, adopted at the 46th meeting of IATA's Executive Committee in Tokyo last October 16, establishes the voting eligibility of conference members and provides that only members operating scheduled passenger services shall be eligible to vote on passenger fare resolutions. It also provides that only members operating scheduled cargo services shall be eligible to vote on cargo rate resolutions.\*

As described by the CAB, "the effect of the amendment will be to eliminate the existing right of an all-cargo operator to vote on passenger fare resolutions and to continue the existing right of combination passenger and cargo carriers to vote on both passenger fare and cargo rate resolutions." Member G. Joseph Minetti dissented, stating that the IATA agreement had been approved "on grounds which appear wholly inadequate to me."

\* The complete text of the amendment is as follows: "Notwithstanding the foregoing paragraph: (i) only a member operating a scheduled service for carriage of passengers under authority of its government shall be eligible to vote on resolutions determining passenger fares, and the negative vote of such a member shall be recorded against the adoption of a fares resolution or other resolution only insofar as it applies to passenger traffic; and (ii) only a member operating a scheduled service for carriage of cargo under the authority of its government shall be eligible to vote on resolutions determining cargo rates, and the negative vote of such a member shall be recorded against the adoption of a rate resolution or other resolution only insofar as it applies to cargo traffic. The Chairman of the Traffic Conference in which such voting takes place shall determine the eligibility of the members to vote under this paragraph, as well as the effect of the vote on any resolution."

Seaboard & Western Airlines, sole all-cargo operator across the North Atlantic, filed with the Board last January a statement of opposition to the issuance of an order of Board approval. As noted by the Board:

"Seaboard contends, *inter alia*, that the adoption of the amendment is not a valid act because the Executive Committee exceeded the authority granted to it by the IATA Act of Incorporation and Articles of Association; that the limitations set forth in these documents prohibit the members of IATA from granting the Executive Committee the power to amend the Provisions; that Section XIII of the Provisions by which the association members have authorized the Committee to amend the Provisions is therefore unlawful and should be disapproved by the Board. Seaboard also contends that the matter should be dismissed because the amendment is not properly before the Board under Section 412. Seaboard alleges that it is not an agreement to which Seaboard is a party and that IATA's New York office had no authority from Seaboard or any other member to file the agreement with the Board.

"Seaboard requests disapproval of the amendment, if it is properly before the Board under Section 412, on the grounds that it is unjustly discriminatory and adverse to the public interest. In the absence of such a disapproval or, alternatively, a disclaimer of jurisdiction, Seaboard requests a public hearing because of the antitrust implications and discriminatory nature of the amendment. Seaboard further alleges that if the amendment were to be approved it would suffer a severe loss of bargaining power that would place it at the mercy of its competitors, since the combination carriers could control cargo

rates and remove Seaboard from a position where its right to vote on passenger fares would enable it to protect itself from unfair competition and uneconomical cargo rates.

In addition, Seaboard cites the inter-relationship which exists between passenger fares and cargo rates, stating that IATA members cannot divorce consideration of one from the other. Seaboard believes that this factor underlies the delegation of power to the chairmen of the traffic conferences to determine the eligibility of members as well as the effect of the vote on any resolution. This provision, it claims, makes the amendment even more insupportable."

Seaboard's statement brought answers from Braniff, Delta, Pan Am, and TWA. In support of their position upholding the propriety of the IATA amendment, they cited three instances wherein the all-cargo airline announced that it intended to veto certain passenger fare resolutions in which it had no direct interest. This, they stated, was a method of forcing agreement to certain Seaboard proposals.

On February 19, Seaboard filed additional comments in response to the foregoing answers by the combination carriers. It claimed that the Executive Committee had no legal power to amend the Provisions. Seaboard also documented its own unsuccessful attempts to secure representation on the Executive Committee so that the point of view of an all-cargo operator might be considered.

The Board, in its opinion, stated: "On the question of whether the agreement is properly before us, the Board has decided to accept the instant agreement for filing under Section 412 in the same

(Continued on Page 37)

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COMING SOON — THE MANDARIN JET

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## When Television Equipment is on the Move

The profession of forwarding freight by air is lots of things. It is knowledge of rates and routes and air carriers; it is know-how in documentation and fast clearance and specialized handling. It is other things, too, but most of all it is the art of coordinating the diverse needs of the consignor and the consignee without making a kink in the smooth flow of traffic.

A case in point is a recent—and typical—operation by Barnett International Forwarders, Inc.



At the close of the Republican Convention in Chicago, Barnett was faced with the problem of moving all of the CBS television camera equipment overseas—in a hurry. From a political assignment in the Windy City it was making an abrupt switch to the Olympic Games to be held in Rome.

Apprised in advance of the international movement, Barnett made the necessary arrangements with Pan Am for guaranteed space. Other personnel were alerted. Wheel-equipped crates were built for quick removal of the camera equipment from the cluttered convention hall. No sooner

had the acceptance speeches of Vice President Richard M. Nixon and United Nations Ambassador Henry Cabot Lodge been delivered and the hubbub on the floor died down, than the 32 crates were rolled out of the hall and hustled off to the airport.

Pan Am took aboard 32 crates of gear. Twenty-seven of the crates (weight, 9,115 pounds) were consigned to Rome; the balance (2,365 pounds) were consigned to Paris, likewise in connection with the Olympics.

The 5¼-ton shipment left Chicago July 31. A few hours later, in New York, Barnett added 28 more cases of CBS equipment (2,666 pounds), bringing the load to more than seven tons. All export documentation was in order.

The following day, August 1, the 60 crates were placed in the hands of CBS personnel in Paris and Rome.

Said a Barnett spokesman in New York:

"The shipment? Routine for us. But you might want to mention this: We beat the August 4 deadline by three days."

## SERVICES

(Continued from page 12)

first nonstop jet service between New York and Rio de Janeiro. Varig, which operates Boeing 707 jets, leaves New York every Tuesday, Thursday, and Saturday. Departures from Rio are every Wednesday, Friday, and Sunday.

## EUROPE

### KLM-BEA

The Dutch and British carriers recently established direct service between Amsterdam and Birmingham, on a two-week basis.

## INTERLINE

### INI SIGNS WITH 12 LINES

Ini Airlines, which operates scheduled services between Buenos Aires and Miami, via Chile, Peru, Ecuador and Panama, has signed interline agreements with 12 airlines, according to Jetti Hedtke, agency and interline sales manager. They are: American, Braniff, Capital, Delta, Eastern, National, Northeast, Northwest, Riddle, Trans-Canada, TWA, and United. Ini recently became a member of the International Air Transport Association.

## FORWARDERS

### IATA OK FOR AEI OFFICES

Stanley D. Ver Nooy, vice president-traffic of Air Express International Corp., announced that two of the firm's overseas



Doelter



Kelsall

Their offices approved

offices have received International Air Transport Association accreditation as cargo sales agents and international air cargo consolidators. They are Air Express International, G.m.b.H., of Frankfurt, Germany, headed by Hans Doelter; and Air Express International, of London, England, managed by David J. Kelsall.

### BARNIEA HEADS SALES BLITZ

William H. Barniea, Jr., who recently became vice president-secretary of Air Cargo Expeditors, cargo sales agent, is

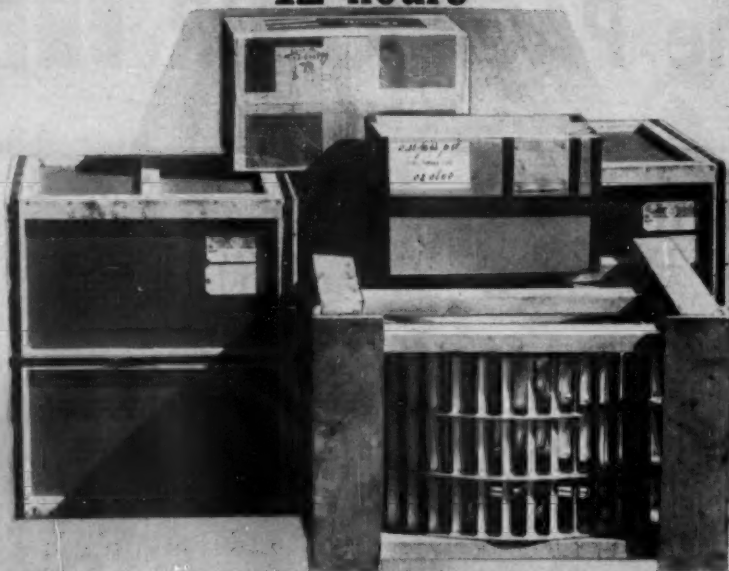


Barniea  
Active in sales

heading up an intensive sales campaign in the New York metropolitan area. Formerly general sales manager of Air Cargo Consolidators, Inc., Barniea is working in close concert with Harry J. Phieffer, president of ACE, in his new post. Earlier Barniea was associated with Axico Airlines.



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in just  
**12 hours**



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**U. S. DEPARTURES**

San Francisco\*...2:45 PM  
Los Angeles\*...2:30 PM  
Seattle\*...1:00 AM

**TOKYO ARRIVALS**

9:50 PM  
9:50 PM  
6:00 AM

\*Start August 12, Sept. 5, Oct. 2 respectively

**JAPAN AIR LINES COURIER CARGO**



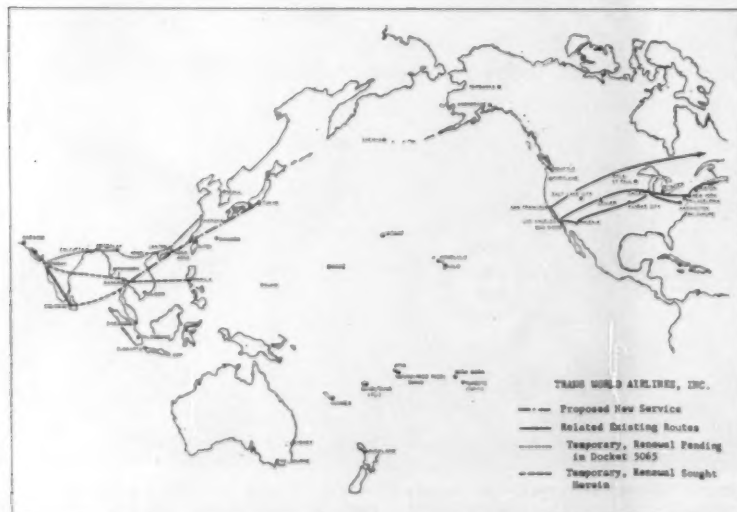
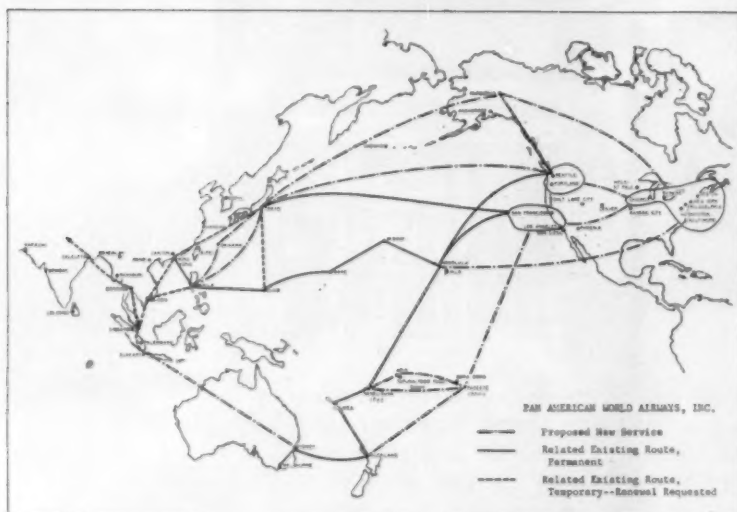
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SEPTEMBER 1960—PAGE 17

The recent recommendations of the CAB examiner in the Transpacific Route Case unquestionably point to one big fact. It's . . .

# BROADER HORIZONS For The PACIFIC AIR FREIGHT



**I**F the recommendations of Civil Aeronautics Board Examiner William J. Madden are upheld by the five-man Board, air-carrier competition, especially in the long-haul business, will be intensified in the Pacific air freight market. For the importer and exporter it will mean more schedules, more availability, more capacity.

The most striking parts of Madden's recommendations in the important Transpacific Route Case (Docket 7723 *et al*) are these:

► The certificate of Pan American World Airways should be amended to designate Boston, New York, Philadelphia, Baltimore, Washington, Detroit, and Chicago as coterminal points along with Seattle, Portland, San Francisco, and Los Angeles, with Fairbanks designated as an intermediate point, "subject to a condition that Pan American shall not engage in local air transportation between any coterminal points or between any coterminal points and Fairbanks."

► Pan Am and Northwest Orient Airlines should operate "on an unrestricted basis between the coterminals Seattle, Portland, San Francisco, and Los Angeles on the one hand, and Tokyo, Manila, and Hong Kong on the other."

► Northwest should be authorized to operate between the terminal points indicated in the preceding paragraph, "subject to a condition that passengers, property, and mail may be carried between San Francisco on the one hand and Honolulu on the other only on flights that also operate between Honolulu and a point in the Orient."

► TWA's transatlantic route should be extended beyond Bangkok to Tokyo via Hong Kong. Its Bangkok-Manila

# MARKET

authorization should be renewed until service to either Hong Kong or the Japanese capital is inaugurated.

► Flying Tiger Line, coast-to-coast air cargo line, should be allowed to haul freight and mail, on a nonsubsidy basis, for a five-year period, between the coterminals Boston, New York, Detroit, Chicago, Seattle, Portland, San Francisco, and Los Angeles, and a terminal point in Japan. Intermediate points listed are Wake, Guam, the Philippines, Hong Kong, and Okinawa.

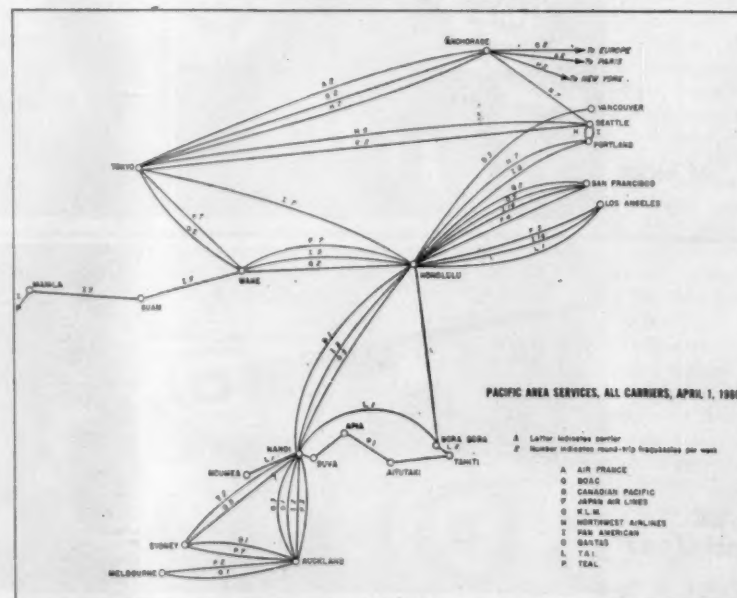
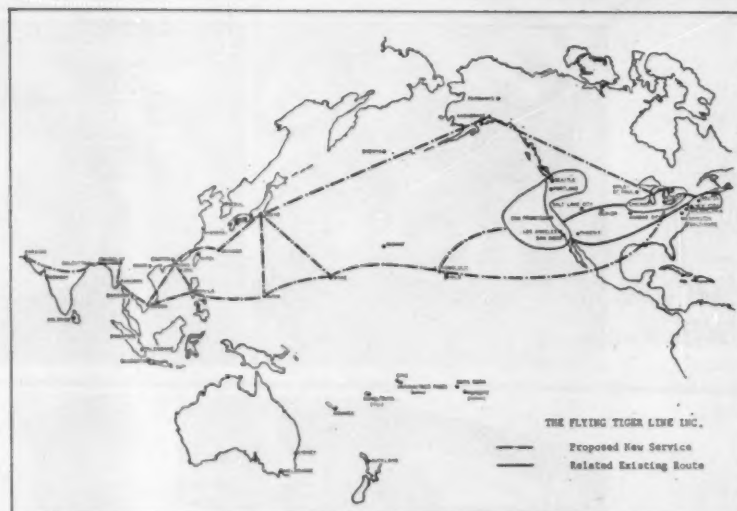
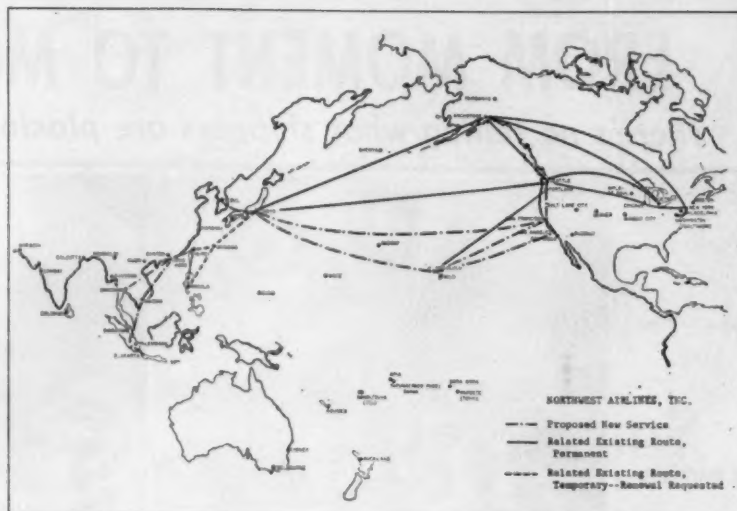
Northwest, at the present time, is the sole United States flag air carrier providing direct transpacific service between the United States East Coast and Tokyo. The examiner would increase it to three. Doubtless this is one of the major factors behind Japan Air Lines' request for an extension of its transpacific route to New York.

Pan Am, Northwest, and, of course, Flying Tiger, operate modern airfreighters. Pan Am and Northwest also have pure jet schedules. A passenger jet will accommodate as much as 10,000 pounds of freight. Flying Tiger has on order the highly touted Canadair CL-44 swingtail propjet freighter.

The recommendations came little more than a half-year after the introduction of a brand new rate structure governing air shipments between the United States/Canada and the Orient (November 1959 AT; Page 7). Made effective January 1, 1960, the International Air Transport Association cancelled all commodities rates (which are applicable in transatlantic traffic) and introduced a series of weight breaks ranging from 100 pounds to 22,000 pounds, with savings of from 12.6% to 54% from the previous rates.

The new rate structure has attracted

(Continued on Page 32)



# FROM MOMENT TO MOMENT...

*there's no telling what shippers are placing aboard airliners*

IBM machines...



... and autos



... and porpoises



... and orchids



... and horses



... and poultry



... and household goods



... and marine equipment





## The Breakthrough:



# Is the Cart Before the Horse?

By ALVIN B. BECK

Executive Vice President  
Air Express International Corp.

**O**NE of the most overworked words in the modern lexicon is *breakthrough*.

It is used in the field of science, in politics, in sports. It has even invaded the air cargo industry.



Beck

Researchers have been busy forecasting the breakthrough in air cargo for the present new decade. Some industry specialists think it is already happening, others believe it won't

occur until approximately 1965, and still others are of the opinion it cannot take place until some time closer to 1970.

I decline to go out on a limb and wax prophetic insofar as specific dates are concerned. I have no surveys of my own (other than certain deep impressions, the results of personal conversations with literally thousands of international shippers here and abroad), and I have no IBM cards to consult.

What I do believe is that the breakthrough in international air cargo will come only when the industry ceases to pin *all* of its hopes on the emergence of "the true airfreighter."

Popular reasoning, it appears to me, goes something like this:

First must come "the true airfreighter," which, I presume, means a cargo-plane which will fly big loads at low operating costs, and which drastically

will reduce handling time and costs on the ground. The savings will be passed on to the shippers in the form of considerably lower rates. And these reduced rates will attract a wholesale shipper conversion to air freight—*ergo*, the breakthrough.

It makes a pretty picture, and an encouraging one, too—if we can confidently expect it to work out quite that way. The trouble is that there is an excellent chance it may not; it is possible that the breakthrough will be deferred, unless a different approach is adopted.

Fundamentally, the barrier between what the international air shipping industry is today and what all of us hope it will be like in a few years from now, is the problem of rates.

What is wrong with the rates? Just this: the structure around which these rates are built is unrealistic, unscientifically established, literally a compounded creature of a haphazard beginning. The structure was wrong to

*"I know this is a controversial subject," the author, an internationally known air freight executive, said when this article was turned over to us. "But it may as well be brought out into the open. The problem is industry-wide. The issues should be aired and met head-on in frank discussion."*

start with, and all the subsequent upward and downward revisions by edict of the International Air Transport Association apparently did not know how to correct it. In the air shipping fraternity, it is no secret that there have been numerous rate revisions by rule of thumb and by just plain politicking and horse-trading. The rates which evolved may have helped to increase air freight traffic to a certain extent (it should be noted that there is a natural growth factor as well), but they failed to improve the economic health of the industry in comparable measure.

If we are to realize the fullest potentialities of international air freight, if we are to enter the heart of the big freight market (of which air commands but a microscopic percentage) and really break through, I submit it cannot be done with the rate structure as it exists today.

In justice to the international airlines, I would parenthetically state that

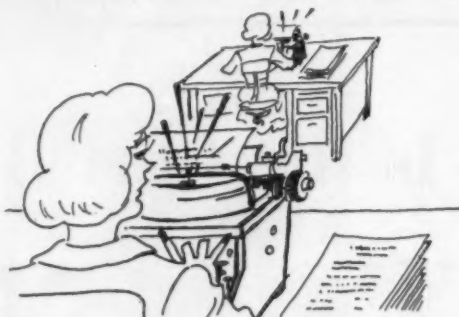
(Continued on Page 28)

# AIR FREIGHT IS SOUND BUSINESS



1. RCA Victor and the Book-of-the-Month Club, in a joint venture to sell phonograph records by mail, rely on air freight to give their customers top service.

2. Orders for disks are received in New York where they are invoiced and address labels prepared.

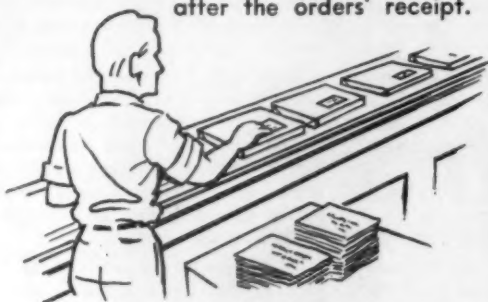


3. Towards the end of the business day, invoices and labels for purchasers in the West and Midwest are picked up by a representative of Emery Air Freight.

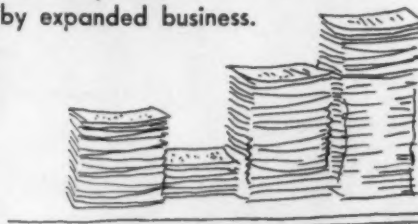


4. Flown overnight to RCA's warehouses in Hollywood and Indianapolis . . .

5. . . the orders are sent to the appropriate assembly line where packaged records, moving on a conveyor belt, receive the address labels. Disks are in the mail 24 hours after the orders' receipt.



6. It costs a little more doing it this way. Is it worth it? The answer is that any man in the mail-order business will tell you prompt delivery insures reorders. Air freight costs are easily absorbed by expanded business.



*A timely article by a key executive of the world's biggest all-cargo airline, based on his remarks before last month's Sixth Air Freight Cartage Conference in Chicago.*

# Catalyst to the Coming Explosion . . . **PRICING**

By FRANK B. LYNOTT • Executive Vice President-Operations, The Flying Tiger Line

**I**T is past time for us to give some serious consideration to the next problem in air freight—and that is pick-up and delivery.

I say "next problem" because I think we are pretty well into solving the air carrier part of the over-all air freight problem. I don't mean to imply that everything is set as far as the air carrier is concerned. It is far from that. But I think we are now advanced to a point where we have got to do something about some of our related problems in air freight if we are going to bring the over-all development of the industry to a point where air freight



will be a really useful transportation medium for a large number of shippers.

We feel—in The Flying Tiger Line, at least—that we are at the point of the long-heralded breakthrough in air freight.

Choose any of the millions of pages of predictions, projections and prognostications that have been published on the coming age of air freight; they all show such a tremendous potential that we have no reason to fear the future.

A leading university shows need of 1,000 turbine freighters by 1975. A leading professor substantiates a 700% growth. Our own survey shows 40 billion ton-miles available at the rates we are discussing vs. the 600 million all airlines did in 1959.

What is the catalyst that started all this in motion; that got Congress interested in financing aircraft; that got airlines surveying their needs and Ti-



Lynott

ger to spend \$55 million on only 10 airplanes?

*Pricing is the catalyst to this coming explosion.*

However much the Tigers' policy has reflected emphasis on service in the past, let us never forget the fact that low rates is the real key to the breakthrough we need to make air freight a major part of transportation.

Now, while I will never be a party to poor, or haphazard service, I do insist that when the potential volume of freight we are talking about in the air freight breakthrough moves across this country in 10 to 30 days compared to the seven hours we will provide by air freight, we are wasting our time talking about service. If we have competitive rates, we can never foul our service up enough to cause the shipper real trouble.

So if price is the key to getting freight volume into the air, then it is obvious that we must look to costs as the solution of our problem.

At Tiger we have been in the air freight business 14 years. We have used every conceivable type airplane to haul air freight, and they have all been wrong. They were the best available at the time, but none was an airfreighter. Of course, we were not alone in these selections.

Three years ago our Research Department began to realize that the new

turbine power being developed for jets was going to be the answer if we could get it on a proper airframe. We canvassed the world and no one would build an airfreighter from the ground up for The Flying Tiger Line, and we stood alone when the manufacturers made a survey of industry. The passenger lines were busy with their passenger jets, and so an order for a 100 uncompromised freighters from various carriers was impossible. This is what it takes to get an airplane built from the ground up.

Our next alternative was the best compromise we could talk a manufacturer out of. In this effort we finally settled on the Canadair CL-44, which had new systems installed, a swingtail, larger engines, 14 feet added to the fuselage and other features too numerous to mention.

This airplane had been so radically changed that it produced operating cost figures almost as good as those we wanted to start with.

Up to now we had been using airfreighters which were like converted



Greyhound buses — \$2 million dollar ones. Now we have coming a Fruehauf trailer. In May 1959 we ordered these airborne-Fruehauf trailers—10 CL-44 swingtail freighters from the Canadair Division of General Dynamics at a price of \$5½ million each. Let's examine this airplane and the reasons for it.

Earlier, I said the answer to our problem was power, so let me explain

the difference of the CL-44 power plant vs. those on our \$2 million Greyhound buses, the *Super Constellation* we are flying now. The engine on our *Constellation* weighs 6,000 pounds and develops 3,400 horsepower. The engine on the CL-44 weighs 2,000 pounds and develops 5,700 horsepower. Multiply this gain by four engines and you begin to realize what turbines mean to us—nearly twice as much horsepower per engine with only one-third the weight. And, of course, since we have less engine weight to lift into the air, we can convert that weight-saving into more payload. Additionally, the turbine burns kerosene instead of gasoline, and kerosene is one-third cheaper to buy. When we add this increased payload and cheaper fuel costs to such other advantages as speed and range of the airplane, one-third more than the *Constellation*, and much less costly engine maintenance because of the simplicity of the turbine principle, we now find an airplane whose direct operating costs are about 4¢ a ton-mile, compared to 9¢ for the *Constellation* and 20¢ for the outmoded DC-4 that hauled so much air freight for so long before the *Connie*.

I think it is pretty obvious what we plan to do ratewise with a machine

which will permit us to cut our direct costs in half.

At the same time our Operations Research people were working on the machine, our Sales Division set up a tariff research department which gave us constant guidance and statistics. It revealed quite clearly that if we choose to change our archaic general commodity-type tariff to a class rate tariff, we could price our services from today's rates down to as low as 6¢ or 8¢ per ton mile to get volume and load factor, and at the same time control the mix so that our average return is



in the 13¢ area. This rate is well below rail express, and perhaps is in the top third of surface rates. At this level, our research people located over 40 billion ton-miles of potential air freight before quitting that part of our survey.

Now, add our service to these competitive rates and see what happens. The best—and then only a few coast-to-coast fast trains—give four-day ser-

vice, with the national average over 17 days. Transcontinental truck or LCL is no better than 10 days average. We know our airplane can do the job in seven hours!

Let's turn now to the problem of airplane loading, the slow, hand-made forklift and chain gang methods at present employed. On the CL-44, we can unit load for the first time.

In conjunction with Canadair, we have developed a pallet system that will enable a train of ten 7½' x 10' pallets to be loaded or unloaded in 30 minutes. Each pallet is capable of handling 8,000 pounds, and yet the entire airborne system has a tare penalty of less than 2,300 pounds.

This loading feature through a swing-tail will enable us to reduce ground handling costs by 35% where automation is installed, and will enable us to increase utilization up to 16 hours a day when the entire system is automated. This is against eight hours today. Let me add that when you reduce a cost that may be 74¢ a mile depreciation to 37¢ by doubling normal utilization, it is well worth the investment to build automated terminals.

We are quite enthused about the unit load system. We have a mockup fuselage in which many loading problems

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have been worked out. We are convinced unit loading on lightweight pallets is going to be a solid step in reducing time, costs, claims and damage to next year's Tiger shipments.

The air freight business has been just as delinquent in modernizing its facilities as it has been its airplanes—and for good reason, lack of volume because of high rates. When this new CL-44 with its improvements came to life, we decided to build an automated terminal to match the productivity of the airplane. Our ground operating staff worked for over a year designing a simple effective cost reducing system

of handling these pallets. There is no magic or electronics to it. Terminal handling of freight is a rough, tough business.

Our first terminal will be in Chicago at O'Hare Field and will consist of a two-story tilt slab concrete building. This houses a towveyor receiving and stripping line with a pallet build-up area adjacent and overhead cranes to automatically weigh and move these pallets to load makeup areas where entire aircraft loads will be put in train to shoot across a bridge connecting the second deck with the opened tail of the CL-44. This plan requires less

building and manpower percent, and will drastically reduce our ground times.

Now, with the advent of the airplane reducing our direct costs to the 4¢ per ton-mile figure from 9¢, and the pallet system reducing labor and the terminal reducing ground times, it appears to us that we will have cut our costs about 40%.

All of these gains must, of course, be distilled into reality for the shipper. So we come to the problem of the tariff.

We have retained the best brains in the country in air freight tariffs in the persons of Professor Stanley Brewer, of the University of Washington, and Professor Roger Ulvestad, of UCLA. They, in addition to our own research group, are coming up with a tariff that will be revolutionary in air freight but old to surface.

There is really no justification for our present tariff which charges one rate for any commodity moving west regardless of density value, tare weight, or perishability. Our new tariff will correct these deficiencies, which have plagued air freight since its inception.

The shipper will get the rate advan-



tages from us that he has long had from trucks and rail, to say nothing of vastly superior service, and we will be able to penetrate those items which existing air rates now have barred from the air freighter.

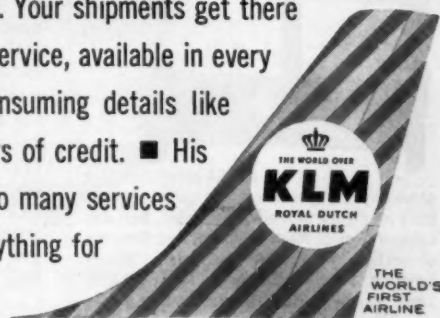
With this type of tariff and the ability to classify commodities according to the rate they can afford, we can locate every commodity now moving surface and offer it a competitive rate within the limits of our own costs.

We average today 19¢ per ton-mile which on a dollar basis is \$19 a hundredweight coast to coast. If we design a tariff to keep as much of that as we can, and then reduce the rate on lesser valued or higher density commodities to their present tariffs or our costs, whichever is greater, it can be readily seen that we can go down to 6¢ or 8¢ a ton-mile, or \$6 to \$8 a hundredweight coast to coast. This we can then control to get a mix of 13¢ or whatever we need to return a reasonable profit.

As the reader must realize, this is not all to be done by the Flying Tiger Line alone. The Civil Aeronautics Board must cooperate in withdrawing the minimum rate order or modifying it when

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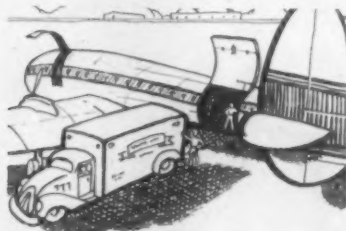
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the time comes. Our competitors must either meet the rate or re-equip.

However, no one feels that this technological improvement cannot be passed on to the public in the form of reduced rates and vastly improved service, no matter how the picture is viewed. It is a breakthrough that cannot be stopped. Rates will not be kept high because some carriers do not have



equal equipment or some have spent their money on passengers. In fact, this is why the CAB gave life to the all-freight lines in the first place.

Where will pickup and delivery be when all this starts? We at Flying Tigers have provided the most salable package yet devised for air freight, but we cannot alone do it justice. We simply must have better, faster, cheaper, pickup and delivery.

Truckers have started to feel the pressure of jet service, where it takes them as long to deliver a parcel as it does a jet to get it half way across the continent. This is nothing compared to the pressure they will feel on price.

If we have a tariff of \$5 a hundred-weight Los Angeles to Chicago on a commodity, how do you think a \$4 pickup and delivery charge will go over?

It won't!

Will the Air Cargo, Inc. truckers be willing to reduce rates according to our reduction to get the volume? It is going to take the same serious soul-searching decisions to say yes, but this may be the point of no return. They may ask themselves, as we did, "How can I charge less when we are losing money now?" There are only three answers: improved equipment, improved efficiency, volume. And, which comes first? We gambled on the chicken. Will they?

We cannot saddle this present tariff with a door-to-door rate, therefore the ACI people get only 45% of the present air freight. However, if their decisions can be as drastic as ours, and if our competitors will modernize their freight fleets, as we hope they will, then door-to-door rates on these tremendous volumes are just around the corner. ● ● ●

## IS THE CART BEFORE THE HORSE?

(Continued from Page 21)

at the war's end, when the rate structure was born, it did not in the least appear (to nearly all airline men, who were on the passenger side anyhow) that international air freight might turn out to be something more than a courtesy service to small-parcel shippers caught up in an emergency.

But it is long past due that the economics of the air freight transportation business underwent the closest and most astute sort of re-examination, from the ground up, with a totally revised and coldly realistic rate structure as the ultimate objective. Not only should this structure contain the built-in characteristics for the full development of volume traffic, it must by all means provide an equitable yield to the airline, simultaneously furnishing the customer with a reliable, fast, economical system of distribution.

With regard to freight, the international airlines, not unlike our domestic air carriers, find themselves in an acute period of transition forced on them by swift technological advances. Many, if not most, of the airlines, would have preferred to make do with all-cargo configurations of their faster Douglas and Lockheed passenger aircraft for the bulk-transport needs of shippers. Suddenly Canadair's CL-44 has loomed—a 400-mile-an-hour

propjet swingtail with a payload of 32½ tons, and a direct operating cost which, according to a top executive of Seaboard & Western Airlines, the plane's sole international airline purchaser to date, "will permit the significant rate reductions necessary to divert a massive volume of freight from surface shipping to air."

This is but one part of the widely heralded breakthrough. Another part of it is contributed by the big cargo payloads (five tons) of the Boeing 707 and DC-8 passenger jets and the greater frequencies of these aircraft.

Let us, for a moment, consider the case of the only U. S.-flag all-cargo airline versus many of its competitor air carriers on the North Atlantic route. By virtue of its purchase of the Canadair swingtail—and if all the advance publicity holds up—the all-cargo operator theoretically should be in a position next spring to undersell and outperform every transatlantic airline offering all-cargo service. It is, however, a member of IATA, and as such it must adhere to the IATA tariffs which make no distinction between jets, propjets, and pistons. Therefore, the all-cargo line is committed by international agreement to protect the rates regardless of how economically and efficiently its new aircraft operate.





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SEPTEMBER 1960—PAGE 29

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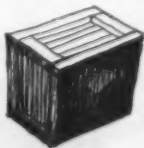
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From this, one must deduce that the "breakthrough rates" will have to wait until a sizable number of competitor airlines acquire the same or correspondingly good airfreighters.

If the above facts have appeared in print, they have escaped my notice. Nevertheless, the subject happens to be a current topic of conversation in many airline, forwarder, and shipping circles.

It is known that another outstanding passenger-cargo air carrier is investigating the possibility of adding all-cargo pure jets to its fleet. When a company clambers up to that lofty plateau of freighter purchase, it is thinking in terms of spending from \$5 million to \$6¼ million per plane which will operate in the 3¢-3½¢-per-ton-mile bracket.



This question then follows:

Has the yield from the carriage of freight reached such proportions that aircraft investments of this unprecedented size can be made with confidence and equanimity?

Last April, the rates on 17 groups of specific commodities moving in IATA Traffic Conference No. 1 were drastically reduced. Some of the rates dropped to as low as 30¢ per pound. I believe that I was not alone in pointing out the economic fallacy of IATA's action—another instance of the rash manipulation of rates.

Many excellent air freight commodities which already had been moving in good supply and which easily absorbed the original rates, were the beneficiaries of the reductions. As was foreseen last spring—and certain airline executives now privately concede the point—the increase in traffic over the North Atlantic up to the present time has not been great enough to offset the steeply reduced yield per pound.

I do not wish to imply that I am opposed to lower rates. Nothing can be farther from the fact. Like my colleagues of the air freight forwarding firms and airlines, I am keenly aware that the sure road to the breakthrough is lower rates. This will have to be accomplished through a superior rate structure which will take into consideration the logical requirements of shippers and guarantee the air carrier a fair return. Since, in the final analysis, the hard-headed powers-that-be judge the air cargo business not from the standpoint of ton-miles flown, but

from the present and potential monetary yield, it must be the latter factor which will induce investment in better aircraft.

Let's boil the problem down this way:

1. Acquisition of new-type cargo aircraft doubtless can bring lower rates and still leave a fair margin of profit for the operator. But international agreements prevent rates which are independent of the other airlines'. Therefore, the promise of lower rates will remain on the horizon for as long as the competitor air carriers refrain from investing in similar equipment. Thus, the breakthrough—the overnight leap into multiplied volumes—can be stymied.



2. A brand new rate structure, properly devised, will place air freight transportation on economic bedrock. Because the structure will replace the present blind and often unsuccessful groping with new, clear-cut realism, it must lead to a sounder and stronger air freight industry. In turn, this will encourage management to view the heavy investment in modern equipment and facilities with fewer qualms. The demand for the big-payload, low-operating-cost freighters will quickly develop, rates will descend sharply and we will be on our way to the breakthrough.

The problem, I admit, is like the adage about the cart and the horse. Only one of them can properly follow the other.

Will it be the purchase of new-type, multi-million-dollar aircraft which will give us the low freight rates that will plunge us into the breakthrough? Or will it be a wholly new rate structure which will bring about a fair margin of profit and develop volume, this encouraging the purchase of the aforementioned aircraft, which then will thrust us into the breakthrough?

In view of the circumstances as they exist today, I lean towards the latter method. The foundation must be laid now in order to build the future.

There is every danger that the present situation will continue for a prolonged period. The bottleneck in IATA must be eliminated soon. Perhaps a summit conference of airline brass can resolve the question. Perhaps, even, a parley on the government level, since the full development of commercial air freight has become inextricably involved with national defense and affects our relationship with the free countries of the world.

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Transpacific Flights	12
Latin American Flights	46
Round-the-world Flights	2

**WED.**

Transatlantic Flights	18
Transpacific Flights	10
Latin American Flights	46
Round-the-world Flights	2

**THURS.**

Transatlantic Flights	18
Transpacific Flights	10
Latin American Flights	50
Round-the-world Flights	2

**FRI.**

Transatlantic Flights	22
Transpacific Flights	12
Latin American Flights	46
Round-the-world Flights	2

**SAT.**

Transatlantic Flights	20
Transpacific Flights	12
Latin American Flights	56
Round-the-world Flights	2

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Transatlantic Flights	18
Transpacific Flights	10
Latin American Flights	48

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## BROADER HORIZONS

(Continued from Page 19)

increased air traffic over the Pacific, but not to the degree expected. However, the carriers are confident of a steadily expanding market in this part of the world—and in this they are seconded by the consolidators. There has been an expansion of all-cargo service, particularly with newly converted, fast DC-7Fs.

Underlining the burgeoning interest of United States consolidators in this growing market is the fact that since last winter a number of them have been authorized by the Japan Civil Aeronautics Board to establish offices in that country and engage in consolidation operations there. The total of Japanese consolidation firms has grown, too.

United States consolidation firms registered in Japan include Air Freight Service Corp., Air Express International Corp., Everett Aircargo Service, Airborne Freight Corp., Orient American Forwarding Co., and Tiger Airfreight Co.

Japanese firms are Nippon Express Co., Japan Aircargo Consolidators, Japan Freight Consolidators, Yamato Transportation Co., Seibu Transportation Co., Daido-Sharp Air Freight Co., Osaka Kaiun Co., Yusen Air Service Senpaku Co., and Fuji Air Transport Co., Shosen Air Service Co., Mitsui Co.

The Transpacific Route Case was not confined to the aforementioned matters. Examiner Madden also handed down the following recommendations:

► Pan Am's South Pacific route to be extended beyond Sydney to Djakarta.

► Renewal of Northwest's certificate, for an indefinite period, "insofar as it authorizes service at points in Korea, Okinawa, and Taiwan."

► Renewal of Pan Am's certificate, for an indefinite period, "insofar as it

authorizes service at points in Viet Nam, Singapore, Sumatra, Java, Federation of Malaya, Thailand, Burma, and points within India and Pakistan north of the 20th parallel."

► Authorization of Hawaiian Airlines to operate between the terminal point Honolulu and coterminal points Los Angeles and San Francisco, via Hilo.

► Consolidation of United Air Lines' Routes 1 and 118, and substitution of Honolulu for Oakland and Los Angeles, respectively, as "the western terminal point on the segments specified in Paragraphs 5 and 6 of its certificate for Route 1, and the designation of San Diego as an intermediate point on the segment described in Paragraph 6."

► Renewal of South Pacific Air Lines' temporary certificate for another five years. Coterminal points are San Francisco and Los Angeles; intermediate points, Honolulu, Bora Bora, Tahiti, and Samoa; terminal point, Fiji.

The examiner, in discussing the community of interest between the United States and the Pacific Area countries, pointed out that "the commercial exchange between the United States and the Far Eastern countries is an important part of the national economy and, of course, it is important in varying degrees to the individual countries. He produced the following table showing the dollar value of exports and imports during the fiscal year 1958:

Country	Exports To U. S. (000)	Imports From U. S. (000)	Total (000)
	U. S.	U. S.	U. S.
Thailand.....	\$ 61,200	\$ 71,500	\$ 132,700
Singapore.....	69,900	44,200	114,100
Federation of Malaya.....	75,300	8,200	83,500
Viet Nam.....	4,900	54,900	59,800
Indonesia.....	154,800	104,800	259,600
Hong Kong.....	48,700	84,100	132,800
China (Taiwan)...	6,500	79,200	85,700
Korea (Southern)...	4,000	393,600	397,600
Philippines.....	232,000	311,800	543,800
Burma.....	2,400	11,600	14,000
India.....	254,200	306,900	561,100
Total.....	\$913,900	\$1,470,800	\$2,384,700

United States firms are well represented in many of these countries. That year—in Hong Kong, for example—United States companies included six major banking and investment firms, eight motion picture film distributors, 30 import-export firms, and "an assortment of manufacturing, shipping, news gathering, and petroleum companies." United States firms operating in the Orient in 1958 were distributed as follows:

Country	No. of U. S. Firms
Ceylon.....	7
Hong Kong.....	29
India.....	70
Indonesia.....	33
Japan.....	166
Korea.....	14
Malaya.....	36
Pakistan.....	33
Philippines.....	125
Taiwan.....	8
Thailand.....	22

Between 1950 and 1957, the rate of increase of United States private investments in Japan led by far those for all other Far East countries. Japan,



whose investment growth rate was 853%, led India with 189%, Indonesia with 159%, and the Philippines with 106%. This, however, did not reflect the level of actual investments. The Philippines, with \$307 million of United States investments in 1957, easily outdistanced Japan which reported \$181 million.

Between 1954 and 1958, the International Cooperation Administration extended slightly more than \$4 billion in aid to the Far East—51% of all ICA aid during that period. Korea got the biggest chunk of it (36.9%), and Ja-

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pan the smallest (0.3%). Examiner Madden pointed out:

"These amounts were spread over a number of fields of activity, the major categories in the ICA reports being as between so-called project and non-project allotments. Among the project allotments, accounting for 32% of the total, were such fields of activity as industry and mining, transportation, health and sanitation, technical support, agriculture, and natural resources.

"The dollar credits made available to countries under the ICA program have a particular relationship to transporta-



tion problems in that part of the funds are expended in fulfillment of contracts with companies in the United States. The record includes a list of companies holding ICA contracts for work in Far Eastern countries for the year 1959, most of these being related to engineering, construction, and educational projects. A very high percentage of the contractors maintain their headquarter offices in the Eastern part of the United States with New York City predominating . . .

"Military expenditures related to Pacific area bases reach, naturally, some extreme amounts but of particular significance is that portion of such expenditures that is made in Pacific area countries for goods and services. . . ."

The examiner asserted that the "prospective volume of Orient traffic in 1962, its distribution among the United States terminals on the one hand and its concentration in the three Orient points on the other, and the narrowing of the gap between Northwest and Pan American in their sharing of the Pacific area market, present a competition situation well advanced along the path that was followed in evolving the present route pattern in North Atlantic services." Added to these factors, he said, are "the pronounced although unmeasurable influence" of jets.

"It appears therefore that it would be appropriate to place Pan American and Northwest on an equal footing as to West Coast coterminals and authorize each carrier to serve Seattle, Portland, San Francisco, and Los Angeles with complete flexibility," he stated, "and to operate between this group of cities and each of the Orient cities of Tokyo, Hong Kong, and Manila over direct routings."

As to the Eastern coterminal authority sought by Pan Am, United Air Lines offered what Madden termed "the only

real opposition" to it. This was on the grounds that Pan Am "is trying to get a foot in the door of the domestic market," as well as the contention that traffic would use routings now adequately served. The Bureau of Air Operations recommended only New York for Eastern coterminal designation, so as to place Pan Am in a position" similar to that of certain foreign flag carriers, particularly Qantas, which can operate between San Francisco and New York on flights between Australia and Europe." TWA and American Airlines entered "token opposition." Madden said that there was "an elusive aspect to these various objections, probably arising from a failure to weigh adequately the speed and range of the new aircraft that will serve the new route patterns."

"It would appear to be appropriate . . . to give to Pan American and Northwest, as a minimum, the opportunity to provide for the Eastern cities the services contained in their initial operating plans, and to remove the mandatory stop requirement at Los Angeles and San Francisco which now limits United's service to Honolulu," Madden decided.

Possibly the most significant recom-

mendation of all was the examiner's backing of an all-cargo airline route to the Orient. On the Flying Tiger proposal, he had this to say:

"The application of the Flying Tiger presents precisely the same policy issues that were before the Board in the Transatlantic Cargo Case (*February 1954 AT; Page 15*). There has been no expression or other indication of a change in the policy of the Board and the President with respect to overseas cargo-only services since that decision. The factual situation here presented is also a parallel of the factual situation before the Board in that case, with one difficult problem removed, *viz.*, selection among contending applicants. With respect to Tiger's request for authority to carry mail on a nonsubsidy basis, the situation here presented is similar to that considered by the Board in authorizing Seaboard and Western to carry mail, first by exemption order and later by a formal certificate amendment.

"As appears from the description . . . of the Flying Tiger and its proposal, it is eminently qualified to undertake the operation it contemplates. Its experience as a cargo carrier in the Pacific is comparable to and probably exceeds

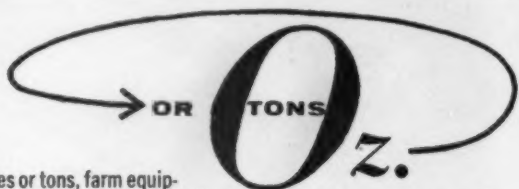
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that exhibited by Seaboard and Western as noted in the decision in the Transatlantic Cargo Case. With respect to the utilization of most efficient aircraft in the undertaking, which was a factor of importance in that case, Tiger's plans and commitments regarding the Canadair CL-44D aircraft fully meet this test. As to its analysis and forecasts of the tonnage it will carry, it is true, as some of the intervenors contend, that the applicant has failed to pin down the source of the shipments and the destination. However, the study which it did submit clearly indicates the existence of substantial prospective tonnage and it adequately meets the tests applied by the Board in the Transatlantic Cargo Case and

those approved by the Court in a decision passing upon the Board's action in the first Air Freight Case.

"Similarity in this case and the Transatlantic Cargo Case is even apparent in the activities of those opposing the Tiger application and some of the arguments they advance. For example, in the Transatlantic Case the Board found it significant that Pan American, while challenging the finding of the air freight potential, had itself proposed a reduction in the existing cargo rates. It has actually adopted reduced rates in the course of this proceeding. In the Transatlantic Case the Board also made note of the fact that both Pan American and TWA while deprecating the cargo potential

were at the same time planning to increase their transatlantic air cargo services. In the instant case Pan American and Northwest are following a similar course.

"The Bureau of Air Operations in opposing the Tiger application notes the cargo-only schedules which Northwest and Pan American now provide and contends that these plus the increased cargo space in jet aircraft will accommodate the cargo market. The Bureau also notes that the cargo tonnage and the yield per ton-mile mentioned in the Transatlantic Cargo Case have not been achieved as shown by reports for the period as late as the 12 months ended January 31, 1960. The yield noted at the time of the transatlantic decision was 20¢ per ton-mile and the volume expected was 107 million ton-miles. Yields in the recent period mentioned varied from 32¢ to 39¢, approximately the same as the recent experience of Northwest and Pan American in the Pacific.

"These observations by the Bureau do not warrant denial of the Tiger application. As to the all-cargo flights



of Pan American and Northwest they can as well be used to indicate a potential which these carriers concede exists and as to the yield experienced in the Atlantic there seems to be no real basis for comparison or concern. The applicant's expectancy with respect to a yield of 20¢ per ton-mile is reasonably fortified by its experience in its domestic cargo services, where the yield is lower than 20¢, and the plans of Pan American for an eventual reduction to a level of approximately 15¢ per ton-mile."

Implicit in the recommendations is the expectancy of big things to come from the Pacific market, especially between the Far East and the United States. Certainly with the new airfreighters and the big-capacity jets, there will be no wanting for cargo space—at least, in the beginning, presuming the Board goes along with the recommendations.

But there is a postwar record of steady growth in that market, and current indications are that trade will continue heading upward in the foreseeable future. • • •

## NEW OFFICES

### BOAC

Denver—Colorado Building, 16th and California Streets. Joseph M. Moran, district manager.

## RATES

### NEW YORK-SAN JUAN VIA AEI

Effective August 10, Air Express International has introduced a reduced tariff which applies to shipments weighing up to and including 439 pounds, moving between New York and San Juan, Puerto Rico. John E. Muhlfeld, vice president-sales, stated that a rate of 17¢ per pound has been established for consignments weighing under 100 pounds, a saving of 3¢ per pound. Shipments of from 100 to 439 pounds are at 15¢ per pound, less by 1¢ per pound. It was pointed out that the rate moves down as weights increase, with the lowest rate at 10¢ per pound. Minimum rate per shipment is \$3. AEI's air freight terminal at San Juan International Airport is managed by Frank C. Rubinan.

## MAIL

### CAMPBELL ASKS FOR DELAY

Pending Congressional action on a bill (H. R. 12595) which would require all airlifted mail to bear an air mail stamp, Joseph Campbell, Comptroller General of the United States, has recommended that plans to expand the experimental program of flying first-class mail when aircraft space is available be halted. Campbell made this proposal in a letter to Postmaster General Arthur Summerfield.

## COMMERCIAL AIRCRAFT

### SPEED MARKS

Mexicana Airlines recently established a new commercial airliner speed record from Mexico City to New when a *Comet 4C* flew the 2,175-mile distance in 4:17 hours.

A DC-8 jet in Panagra service flew from Lima to Buenos Aires in 3:16 hours' flying time. Cruising at an average speed of 609 miles per hour, the flight, which clipped 11 minutes off the old record set by a 707, was made via Arica, Antofagasta, and Monturaqui Pass.

### HELICOPTERS IN RUSSIA

The Soviet recently reported that by the end of 1960 it will have helicopters operating on more than 200 routes.

### DC-6Bs FOR FAUCETT

Peru's oldest airline, Cia de Aviacion Faucett, is obtaining three Douglas DC-6Bs which will operate in its expanded service. The airline expects later this year to inaugurate operations between Lima and New York via Panama, and between Lima and Buenos Aires via Santiago.

Faucett already has received its first DC-6B, and a second one is to follow in the late fall. The third aircraft will be delivered early next year. Founded 32 years ago by Elmer J. Faucett, a New Yorker, the airline currently operates a fleet of 11 DC-3s and four DC-4s.

## ILYUSHINS FOR GHANA

It was reported from Accra that Ghana Airways has placed an order with the Soviet Government for four Ilyushin turbo-prop transports. They will be placed in service on the carrier's routes within Africa and to Asia and Europe.

## MILITARY AIRCRAFT

### RAF BUYS MORE ARGOSYS

The Royal Air Force has placed an order for Armstrong Whitworth for 20 *Argosy 660* aircraft, bringing to 40 the total aircraft of this type purchased by the RAF. Commercial air carriers have purchased seven of the propjet transports, five of these by Riddle Airlines.

## AIRPORTS

### SEATTLE-TACOMA

Freight and express handlings continued their gains in the month of June. Freight rose from 3,140,703 pounds in June 1959 to 3,503,948 last June, while express increased from 261,951 to 275,868 pounds. First-half freight handlings are at 19,783,904 pounds as compared with 17,291,005 pounds in the comparable half of 1959; first-half express handlings are at 1,558,475 pounds as against 1,484,213 pounds.

### PUERTO RICO

May cargo handled at Puerto Rico International Airport totaled 4,098,066 pounds, a rise of 24.3% from the same month a year ago.

## FACTS & FIGURES

### UNITED STATES AIRLINES

#### ALLEGHENY

Freight and express combined—June boardings of 958,000 pounds, representing an increase of 53% over the same month in 1959, established an all-time monthly record.

#### AMERICAN

Freight—First-half figures show a 19% jump over the comparable half of last year. Total was 54,738,000 ton-miles.

#### PAN AMERICAN

Freight—A total of 8,187,960 pounds was hauled across the North Atlantic in the first half. This was an increase of nearly 50% over the similar half of 1959. East-bound freight shipments (3,903,024 pounds) increased 29%; westbound (4,302,056 pounds) leaped up 76%. A new monthly high for transatlantic air carriers was set last March when Pan Am flew a total of 1,569,014 pounds.

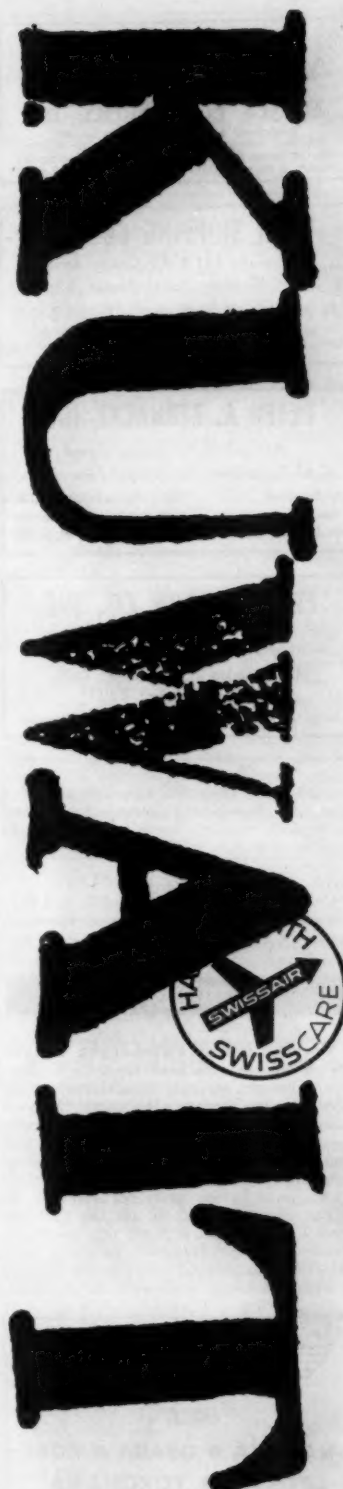
### FOREIGN AIRLINES

#### AIR FRANCE

Freight—Rising 60% above last year's first-half total of 842,260 pounds airlifted eastbound across the North Atlantic, the French air carrier established a new high of 1,350,500 pounds in the January-June 1960 period.

#### ALITALIA

Freight—Eastbound North Atlantic volume during the January-June period in-



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 New York Int'l Airport, Jamaica 30, N. Y.  
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 BO 7-2330 Idlewild Airport OL 6-5876

## CONGRATULATIONS

### UNITED STATES AIRLINES

**American:** William H. Clarke named staff supervisor of air freight tariffs. He served for eight years with Pan American and TWA before joining American.

**Braniff:** Charles L. Peet appointed district sales manager in San Francisco. Having first joined the airline in December 1954, he rejoined in February 1959 after serving 13 months with a travel agency.

**Delta:** George Marion Snellings, Jr., elected to the board of directors of the Atlanta-based airline.

**TWA:** Henry G. Riegner, active in sales and advertising management since joining in 1940, appointed system director of advertising.

**United:** D. V. O'Leary, vice president-purchasing and stores, recently observed his 25th anniversary with the carrier.

### FOREIGN AIRLINES

**Air France:** Roger D. Lone named to the newly created position of public relations manager for the Midwestern Region.

**Alitalia:** C. W. Pugh appointed assistant cargo sales manager in North America, headquartered in New York. He served for three years with KLM before joining Alitalia, prior to which he had had extensive experience in freight forwarding in the United States and South America.

creased 63% over the same period of a year ago. Westbound increase is reported to be 53% higher. Increase for both directions averages to 57%.

### BEA

Freight—Ton-miles rose 19.9% to 1,481,700 in May, as contrasted with the same month of 1959.

## CLUB NEWS

**Traffic Club of Pittsburgh:** The following officers have been elected: W. Raymond Downey, assistant freight traffic manager of the Western Maryland Railway, president; William James, general traffic agent for the Union Pacific Railroad, first vice president; Kenneth L. Vore, assistant vice president-traffic of the U. S. Steel Corp., second vice president; and G. B. Miller, director of traffic for the Crucible Steel Co. of America, third vice president. Members of the board of governors are: Ellis W. Ernst, general agent for the Chicago & North Western Railways; R. B. Hood,

assistant to the president, secretary and treasurer of the Bessemer & Lake Erie Railroad; J. J. Snyder, assistant freight sales manager of the New York Central System; L. P. Struble, Jr., president of the Union Barge Line Corp.; and William A. Weber, general traffic manager of the Aluminum Co. of America.

**Traffic Club of Palm Beach County (Fla.):** New officers installed are: James W. Lee, director of the Palm Beach County Freight Traffic Bureau, president; Nelson Van Son, agent for North America Van Lines, vice president; William L. Martin, manager of the Universal Carloading & Distributing Co., corresponding secretary; Lawrence Hudnall, assistant manager of U and Me Transfer Co., recording secretary; and Edward Kirchner, freight service agent for the Florida East Coast Railway, treasurer. Directors are Ralph Williams, general agent for the Atlantic Coast Line Railroad; Martin Pearl, owner of the 17th Street Auto Wrecking Co.; Whitney Reynolds, agent for Eastern Air Lines; and A. J. Daniels, agent for United Van Lines.

**San Francisco Traffic Club:** The yearly picnic is scheduled for September 10.

**National Export Traffic League, Inc.:** The following officers have been reelected: Frank J. Meade, Home Products International, president; H. Graebner, J. M. Huber Corp., first vice president; R. Carpenter, Babcock & Wilcox Co.; J. J. McSorley, Dow Corning International, S. A., treasurer; T. Higgins, New York State Department of Commerce, executive secretary. Elected to the Executive Committee for three-year terms are: H. Goeler, American Cyanamid Co.; J. O'Leary, Minnesota Mining & Manufacturing Co.; J. Wasson, Vick Chemical Co.; G. Marames, Chemstrand Corp.; J. Angolia, International B. F. Goodrich Co.

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Left to right: First row—Fritsch and Ford, AEI. Second row—Rodberg, Airborne; Orr, American Express. Third row—Pugh, Alitalia; Novo, Ini.



**BOAC:** Joseph M. Moran appointed district sales manager in Denver.

**Iberia:** Terence Reid Watterson named acting district sales manager in Los Angeles . . . Mrs. Pierrette Jeanmonod promoted to district sales manager in San Francisco.

**Ini:** Adolfo Novo appointed Florida traffic and sales manager. His former associations included Expreso Airways for which he served as general traffic and sales manager, and Aircraft Services of Miami for which he held the post of director of Latin American activities. Novo also was Miami station manager for a number of airlines. . . Miss Jetti Hedtke, formerly with Pan American, named agency and interline manager—first of her sex to hold this post with an airline.

**Lufthansa:** Guenter Hoehn takes the post of Los Angeles regional sales manager. His previous experience included the managership of Lufthansa's offices in Düsseldorf and Rio de Janeiro . . . John Monks, formerly in charge of the Los Angeles office, appointed district sales manager of the newly opened San Diego office.

**Qantas:** William H. Crowther, manager of the Western Division, recently awarded an Order of the British Empire.

#### FORWARDERS-AGENTS

**Air Express International:** Heinrich J. Fritsch, former Seaboard & Western Airlines Frankfurt district manager, appointed sales manager for Germany. Prior to his association with the airline, he spent eight years in the international forwarding field . . . Horst Werner, another former Seaboard district manager, named by AEI as sales representative in the Frankfurt area . . . T. E. Ford, previously associated with the Air Shipping Agencies Ltd. and Emery Air Freight Corp. in London, now with AEI as senior sales representative for the United Kingdom. Ford's past experience includes a number of years as shipping manager for industrial firms.

**Airborne Freight:** Larry L. Rodberg, formerly vice president and manager in Los Angeles, appointed vice president-sales for the corporation and its six subsidiaries. As such, he will supervise and coordinate direct selling efforts through the worldwide Airborne system of air freight forwarding and travel agency operations . . . Peter Mentges promoted to district manager in Los Angeles. He joined Airborne in 1952 . . . Bernard Tenney succeeds Mentges in the position of assistant district manager in Los Angeles. Prior to joining the firm last March, he was with Flying Tiger as Western regional sales manager.

**American Express:** Sam E. Orr, 30-

year veteran with the company, appointed assistant to the vice president-foreign traffic division. Before coming to New York to assume his new duties, he headed the two West Coast customs brokerage and freight forwarding offices for American Express.

**REA:** Harold E. Shipley, director of advertising and promotion, appointed Eastern regional marketing manager. He first joined the company in 1940 at Kansas City, Mo., and steadily moved up the ranks since that time . . . David E. Fackler heads the newly merged Advertising and Public Relations Division. His last association was with the Ozalid Division, General Aniline & Film Corp., where he served as advertising and sales promotion manager.

#### INDUSTRIAL SHIPPERS

**Champlin Oil & Refining Co.:** Ray Clark promoted to traffic manager.

**Winn's Stores, Inc.:** Lee C. Frasier joins as traffic manager.

**General Motors Corp.:** Jack M. Slutsky elevated to traffic manager of the Chevrolet-Detroit Gear and Axle Division.

**Harris Standard Paint Co.:** Lloyd F. Baldwin joins as traffic manager.

**Mead Corp.:** Joe B. Fannon promoted to traffic manager at Kingsport, Tenn.

**American Encaustic Tiling Co.:** David H. Wetzel named general traffic manager.

**American Home Products Corp.:** Joseph Patraiko appointed assistant to the general traffic manager of the Whitehall Laboratories division.

**Harry T. Campbell Sons' Corp.:** Charles D. McGillan, formerly director of transportation of the Baltimore Association of Commerce, appointed traffic manager of the Towson, Md., firm.

**Wickes Corp.:** Sherman Stair appointed assistant general traffic manager.

**International Shoe Co.:** Leo T. Egger named general manager of the international traffic department.

#### AIRCRAFT MANUFACTURERS

**Beech Aircraft:** Frank E. Hedrick elected executive vice president . . . James N. Lew elected vice president-engineering.

**Republic Aviation:** Brig. Gen. Harley S. Jones (ret.) elected to the board of directors.

#### GOVERNMENT

**Civil Aeronautics Board:** Edwin F. Stetson appointed assistant to Member John S. Bragdon.

## SEABOARD

(Continued from Page 6)

shares of \$1 par value outstanding as of June 1, and an additional 23,160 shares reserved for stock options. The issuance of \$3.3 million in 10-year non-convertible debentures to major creditors who will make additional advances to Seaboard, is included in the plan.

Carl M. Loeb, Rhoades & Co., investment banking company, will place \$1,570,000 of 6% 10-year Series A debentures convertible into new common stock at \$3 per share, with five-year warrants to purchase, at the same price per share, 166 2/3 shares of stock for each \$1,000 principal amount of debentures.

There would be an offering to stockholders of present record on the basis of two new shares, at not less than \$3 per share, for each new share held. Purchasers of the \$1,570,000 Series A debentures agree to subscribe to an additional amount of Series B debentures, also convertible into new common stock at \$3 per share, without warrants, to the extent of \$2 million is not raised by such offerings to the stockholders.

It was pointed out that Series A and B debentures will carry voting rights equivalent to the number of shares into which they are convertible.

Approximately \$2 million of temporary debentures, exchangeable for Series A debentures and warrants upon consummation of the plan, have been purchased by Canadair, Esso Export, and Curtiss-Wright. This will provide immediate financing for Seaboard's operations and "fund certain current liabilities." "Certain of the major creditors" will make immediate credit available.

## JAPAN AIR LINES

(Continued from Page 6)

city to the Far East, extend Flying Tiger Line's transcontinental route to Pacific points, and extend TWA's transatlantic run to Bangkok to as far as Tokyo. (See Page 18 in this issue.)

## CAB

(Continued from Page 15)

manner as 10 previous amendments to the Provisions adopted by the Executive Board on behalf of all the air carrier members of IATA and filed with the Board by IATA on behalf of the United States members

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of IATA were accepted. We have no doubt that the document filed with us represents an agreement of the IATA air carriers which if not found legally defective will be accepted and honored by all members of the organization. As to whether the agreement may be legally defective, we think this is not so clear as to require our disapproval.

"After careful consideration of the agreement and the various filings with respect thereto, the Board has concluded that the resolution is not adverse to the public interest, or in violation of the Act.

"The essence of Seaboard's substantive argument in opposition to the agreement is that implementation of the agreement will deprive the carrier of an effective bargaining tool. It is argued, however, that the carrier has in the past threatened to veto passenger resolutions as a means of achieving desired objectives in the cargo field. Since Seaboard's veto would result in an open-rate situation in the passenger field, the threat of such a competitive situation has, it is claimed, been a potent weapon for the carrier in obtaining its wishes regarding freight rates.

"Seaboard's opponents correctly point out that the Board has long taken the view that rate resolutions should not be interlocked. In fact, it is a cardinal rate-making principle that passenger and cargo rates shall be set upon facts and circumstances peculiar to the carriage involved. We are convinced that we would have ample authority to deal with any situation such as that apparently feared by Seaboard where cargo rates set unreasonably low would be compensated for by passenger rates at a higher than needed level.

"While the Board believes that a carrier should be free to pursue all legitimate avenues available to it in order to protect and increase its share of the market, Seaboard's use of its unique voting position creates serious problems. To use its vote with respect to resolutions relating to air transportation which Seaboard is not authorized to perform as a means of bargaining for more propitious cargo resolutions can result, and may have in the past resulted, in an undesirable situation. It does not appear to be consistent with the public interest to permit a carrier, not authorized to perform a particular service, to block an agreement desired by all carriers performing such service. The instant resolution is designed to remedy this situation."

Minetti, in his dissenting opinion, asserted that IATA's "revised procedure provides an opportunity for concerted action by competitors which could result in the bankruptcy of the only U. S. flag cargo carrier." He pointed out that "since Board approval of the agreement immunizes these carriers from possible anti-trust liability for actions taken thereunder, it should not be approved without the most compelling showing that the agreement is necessary to meet a serious transportation need." He took the position that nothing in the pleadings before the Board and in the majority opinion "sets forth any serious transportation need or any other major public interest consideration which would support approval of an agreement which could have the serious consequences which Seaboard & Western has addressed to our attention." Minetti cited the "firm policy" of a majority of the Board and the President to strengthen the all-cargo carrier despite combination-car-

rier opposition, to "further the continuation of the international air cargo experiment."

The dissenting Board member went on to say:

"... The Board's basic authority over international rate levels stems from its power to approve or disapprove, under Section 412 of the Act, agreements on rates reached in IATA. Even if it were to be assumed that this power could be properly exercised solely with reference to the problem of Seaboard's survival, it might well be ineffective. Thus, even were we to disapprove all the rate agreements submitted, we would be unable to prevent Seaboard's competitors in the open rate situation thus created from pricing their cargo services below cost for a period sufficient to force the demise of this unsubsidized cargo carrier. As a matter of fact, the only real tool by which the Board could effectively protect a carrier in Seaboard's position from uneconomic rate levels (that is, broadened Board power over tariffs establishing rates for foreign air transportation) has been consistently opposed in Congressional hearings by the combination carriers.

"But even apart from the terminal risk to Seaboard in the changed voting procedure, there are other considerations which militate against approval at this time. Since 1946, when the Board first reviewed the original IATA machinery, it has been an established part of IATA procedure that all actions of an IATA traffic conference must be by unanimous vote of the carrier-members of the Conference. And whether or not the unanimity rule is sound, it nevertheless has constituted one of the predicates for Board approval of the IATA machinery.

"While the Board has heretofore approved a change in the number and composition of the traffic conferences there was not the remotest suspicion that the purpose of the change was to circumvent the unanimity rule. Until today the unanimity rule has been in full force and effect in all IATA traffic conferences. The majority has now approved a principle which would permit the conference chairman to rule upon a member's eligibility to vote under standards which have been established not by all the carriers unanimously, but by as few as five carrier representatives. It is evident that, under these circumstances, the Board has in effect approved a substantial abrogation of the unanimity rule.

"One does not have to support the soundness of the unanimity rule to have difficulty with its modification in this fashion. I seriously question whether a matter as vital as voting procedures should be decided solely by the Executive Committee, irrespective of whether such powers are in fact vested in that Committee. In my opinion, a strong argument can be made for requiring that changes in voting procedures be made only after full discussion in a general membership meeting, thereby giving each carrier a voice in the decision. To do otherwise, obviously does not assure consideration of the interests of minority groups and/or individual carriers. In this connection, it is well to note that Seaboard has for several years unsuccessfully sought representation on the Executive Committee."

Conceding that "there is considerable appeal in the principle which appears to underlie the change in voting procedure," Minetti insisted that heretofore it had not

been an "operative principle" when IATA members voted. He pointed out that present IATA procedures allow passenger carriers to vote on rates and fares "applicable within the conference even though they may have no direct interest in such rates or fares." He cited the example of Panagra, which operates in Central and South America, and which may vote on rates and fares between the United States and Bermuda. Fares and rates between two points in different conferences are determined by joint action of the two conferences, he pointed out.

"This situation seemingly raises potential problems which are as important, if not more significant, than those involved in the instant proposal..." Minetti declared.

## FORWARDER APPLICATIONS

Parts 296.42 and 297.32 of the CAB Economic Regulations, relating to the application form for operating authorizations as an indirect air carrier and an international air freight forwarder, respectively, have been amended. In each case, the Board stated "it is felt that the use of a single application form would establish a more uniform application system and would allow for the handling of applications in a much more efficient and expeditious manner and be thereby beneficial to the air freight forwarder industry." The amended texts follow:

### Part 296—Classification and Exemption of Indirect Air Carriers

#### § 296.42 Application for issuance.

(a) **Application form.** Any person, other than those specified in § 296.43-(a), desiring to operate as an air freight forwarder may apply to the Board for an appropriate Operating Authorization. Such an applicant shall execute in duplicate an "Application for Operating Authorization as an Air Freight Forwarder" (CAB Form 351). The application shall be certified by a responsible official of such carrier and shall contain the following information: (1) Date; (2) name of applicant, trade names, and name in which authorization is to be issued; (3) address of principal office and mailing address; (4) form of organization (i.e. corporation, partnership, etc.). State under whose laws company is authorized to operate, and date company was formed; (5) a list containing the names of each officer, director, partner, owner, or member of applicant, and holder of more than 5 percent of outstanding stock if a corporation, or owner of a more than 5 percent interest if other than a corporation; an indication as to whether or not 75 percent or more of the voting interest is owned or controlled by citizens of the United States or one of its possessions; if more than 5 percent of applicant's stock is held by a corporation an indication must be made as to whether or not 75 percent or more of the voting interest of such corporation is owned or controlled by citizens of the United States or one of its possessions; (6) a description of current business activities and of former business experience in, or related to, the transportation field; (7) description of operating authority granted applicant by agencies of the United States Government (such as that of surface freight forwarder, motor carrier, etc.) and, if applicable, reasons for revocation or other termination; (8) totals of cargo tonnage handled during past year, the capacity in which handled (as agent of carrier, agent or shipper, as direct carrier, etc.), and means of transportation (air, truck, rail, etc.); (9) an indication as to whether applicant is a cargo sales agent; affiliations, commissions and agreements of the past year in this regard; (10) list of names of parties, effective dates, operating areas, nature and terms of any oral or written agreements, contracts, or working arrangements concerning transportation activities to which applicant is a party; (11) list of domestic and international points served and proposed to be

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served; list of offices, agents, etc., at points served and proposed to be served; (12) description of proposed services and specializations and an indication as to whether or not owners or affiliates will use the applicant's proposed air freight forwarding services; (13) list of names of the officers, owners, etc., of applicant who have at any time applied for any type of authority or registration from the Civil Aeronautics Board and, if applicable, reasons for revocation or other termination; (14) list of officers, owners, etc., of applicant who have at any time been employed by or associated with any air carrier authorized to operate by the Civil Aeronautics Board indicating dates of employment and capacity in which employed; also a list of officers, owners, etc., of applicant who were connected in any way with any air freight forwarder, noncertificated carrier, etc., which had its operating authority revoked or suspended during the time of that connection; (15) description of experience of applicant's officers, managers and key personnel in transportation activities qualifying them for air freight forwarder operations; (16) a detailed description of any affiliated companies, their activity, operating authority, points served, total cargo tonnage handled during past full calendar year, agency relationships, agreements concerning transportation activity to which affiliate is a party, and integration between applicant and affiliates; (17) any additional information as desired in support of applications; (18) Profit and Loss Statement (for the full year ending as of date of Balance Sheet); Balance Sheet as of a date not more than three months prior to application, list of terminal facilities and automotive equipment owned or leased;

Certificate of Insurance (CAB Form 350)<sup>2</sup> or statement of qualification as a self-insurer (filing of a certificate of insurance may be postponed until later notification); sample of proposed air waybill; report of ownership of stock and other interests (CAB Form 2786) by each officer, director, member, partner or owner of applicant; for each affiliate, a Profit and Loss Statement (for the full year ending as of date of Balance Sheet) and Balance Sheet, as of a date not more than three months prior to application; organizational chart, diagram of intercompany ownership and interlocking relationships, annotated to show percentages of stock holdings, officers, directors, members, partners and owners in each company; plus a brief account of any arrangement by which applicant will have available financial sources and facilities of other companies or individuals.

(b) **Additional Information.** The applicant shall also submit such other additional information pertinent to its proposed activities as may be requested by the Board with respect to any individual application. (Sec. 204(a), 72 Stat. 743, 49 U.S.C. 1324. Interpret or apply sec. 101(3), 72 Stat. 737, 49 U.S.C. 1301).

### Part 297—Classification and Exemption of International Air Freight Forwarders

#### § 297.32 Application for Insurance.

(a) **Application form.** Any person, other than those specified in § 297.33, desiring to operate as an international air freight forwarder may apply to the Board for an appropriate Operating Authorization. Such an applicant shall execute in duplicate an "Application for Operating Authorization as an International Air Freight Forwarder" (CAB Form 351). The application shall be certified by a responsible official of such carrier and shall contain the following information: (1) Date; (2) name of applicant, trade names, and name in which authorization is to be issued; (3) address of principal office and mailing address; (4) form of organization (i.e., corporation, partnership, etc.), State under whose laws company is authorized to operate, and date company was formed; (5) a list containing the names of each officer, director, partner, owner, or member of applicant, and holder of more than 5 per cent of outstanding stock if a corporation, or

owner of a more than 5 per cent interest if other than a corporation; an indication as to whether or not 75 per cent or more of the voting interest is owned or controlled by citizens of the United States or one of its possessions; if more than 5 per cent of applicant's stock is held by a corporation an indication must be made as to whether or not 75 per cent or more of the voting interest of such corporation is owned or controlled by citizens of the United States or one of its possessions; (6) a description of current business activities and of former business experience in, or related to, the transportation field; (7) description of operating authority granted applicant by agencies of the United States Government (such as that of surface freight forwarder, motor carrier, etc.) and, if applicable, reasons for revocation or other termination; (8) totals of cargo tonnage handled during past year, the capacity in which handled (as agent of carrier, agent of shipper, as direct carrier, etc.), and means of transportation (air, truck, rail, etc.); (9) an indication as to whether applicant is a cargo sales agent; affiliations, commissions, and agreements of the past year in this regard; (10) list of names of parties, effective dates, operating areas, nature and terms, of any oral or written agreements, contracts, or working arrangements concerning transportation activities to which applicant is a party; (11) list of domestic and international points served and proposed to be served; list of offices, agents, etc., at points served and proposed to be served; (12) description of proposed services and specializations and an indication as to whether or not owners or affiliates will use the applicant's proposed air freight forwarding services; (13) list of names of the officers, owners, etc., of applicant who have at any time applied for any type of authority or registration from the Civil Aeronautics Board and, if applicable, reasons for revocation or other termination; (14) list of officers, owners, etc., of applicant who have at any time been employed by or associated with any air carrier authorized to operate by the Civil Aeronautics Board indicating dates of employment and capacity in which employed; also a list of officers, owners, etc., of applicant who were connected in any way with any air freight forwarder, noncertificated carrier, etc., which had its operating authority revoked or suspended during the time of that connection; (15) description of experience of applicant's officers, managers, and key personnel in transportation activities qualifying them for air freight forwarder operations; (16) a detailed description of any affiliated companies, their activity, operating authority, points served, total cargo tonnage handled during past full calendar year, agency relationships, agreements concerning transportation activity to which affiliate is a party, and integration between applicant and affiliates; (17) any additional information as desired in support of applications; (18) Profit and Loss Statement (for the full year ending as of date of Balance Sheet); Balance Sheet as of a date not more than three months prior to application; list of terminal facilities and automotive equipment owned or leased; Certificate of Insurance (CAB Form 350)<sup>2</sup> or statement of qualification as a self-insurer (filing of a certificate of insurance may be postponed until later notification); sample of proposed air waybill; report of ownership of stock and other interests (CAB Form 2786) by each officer, director, member, partner or owner of applicant; for each affiliate, a Profit and Loss Statement (for the full year ending as of date of Balance Sheet) and Balance Sheet, as of a date not more than three months prior to application; organizational chart, diagram of intercompany ownership and interlocking relationships, annotated to show percentages of stock holdings, officers, directors, members, partners and owners in each company; plus a brief account of any arrangement by which applicant will have available financial sources and facilities of other companies or individuals.

(b) **Additional Information.** The applicant shall also submit such other information pertinent to its proposed activities as may be requested by the Board with respect to any individual application. (Sec. 204(a), 72 Stat. 743, 49 U.S.C. 1324. Interpret or apply sec. 101(3), 72 Stat. 737, 49 U.S.C. 1301).

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See Page 49



## NEW EQUIPMENT

FOR THE

### Shipper & Carrier

A new load stabilizer attachment designed for handling all types of loads that cannot be nested or tied together has been developed by Lewis-Shepard Products, Inc. It consists of three independent, articulated contact plates which provide even distribution of clamping force over a 34" square area. The stabilizer has a vertical stroke of 24", ranging from a minimum opening of 40" above the forks to a 64" maximum. Three sponge rubber lined pads firmly hold loads even when tilted outward to 11°.

Another Lewis-Shepard product is a revolving paper roll grab and pressure regulator valve and gauge for precise clamping pressures in handling paper rolls. This clamp model is said to be capable of handling a roll range of 26" to 50" in both the vertical and horizontal position. It is available with 180°, 270° and 360° rotation to suit the needs of the handling operation. The manufacturer stated that contact pads on the Model 40B revolving paper roll grab are covered with a durable high friction surface for positive handling with minimum clamping pressures, eliminating roll distortion.

A third development is that of a "quickly removable, rider-type, remote control platform that can be used to operate a standard narrow-aisle, high-stacking Model MN Aisle-Master." A full set of controls for steering, lifting, lowering and driving in forward and reverse are located on the rider-type, remote-control platform. This development, Lewis-Shepard said, "provides a versatile combination allowing the operator to use a standard 'MN' narrow-aisle truck for regular right angle stacking operations or by attaching the special platform the operator can ride up to storage areas to remove or deposit goods in order picking situations."

Fourth and final Lewis-Shepard item is a push-off device with side shifter and multiple forks for establishments using a Take-It or Leave-It Pallet System—the system whereby unit loads are handled in process and placed in storage on pallets but are shipped without pallets. The multi-purpose equipment is capable of handling the palletized unit loads in process and storage and also the non-palletized loads during shipment. During process and in storage the palletized loads are handled in the conventional manner. When loading carriers, the multiple tined forks are slid between the small stringers on the top of the pallet and the load raised off. The load is then moved to the carrier and pushed off the forks.

Hyster Company recently introduced the first pneumatic-tire lift truck series equipped with its exclusive Monotrol control system. The Challenger 30-40-50 series lift trucks, pneumatic-tire models of 3,000, 4,000 and 5,000 pounds capacity, are now available with the Monotrol control system, Hyster said.

Working with power-shift Hystamatic transmission, Monotrol combines forward-reverse selection and throttle in a single, right-foot pedal. A touch of the toe at either side of the broad Monotrol pedal

shifts the transmission, and further depression of the pedal accelerates the engine. Dash lights indicate direction as an added safety feature. Drive movements are described as "natural and effortless." It was pointed out that ability to simultaneously shift directions and apply the throttle results in accelerated production.

The firm also announced that it has extended its range of lift trucks available with three-stage uprights to include models of 6,000 through 8,000 pounds' capacity. These new uprights are offered by Hyster as optional equipment on pneumatic-tire Challenger 60-70-80 lift trucks and cushion-tire SpaceSaver 60-70-80 models. This is the first upright of this type available on lift trucks of these capacities. The three-stage upright consists of three separate sets of channels, one telescoping within the other, actuated by a hoist cylinder. Fully extended, it provides an extremely high reach for stacking. The same lift truck can be used in limited-clearance areas, however, as the upright sections nest to a low retracted height.

A new adjustable combination stretcher-sealer designed to accommodate various widths and gauges of steel strap has been announced by A. J. Gerrard & Company. The new tool reportedly combines tensioning, sealing and scoring in one operation. Adjusting for different strap widths is accomplished by turning a knob, and gauge adjustments can be made simply with a screw driver.

The unit is fed directly for coiled strap. Continuous take-up saves time and strap and eliminates need to precut strap, Gerrard stated. Since the tool scores the

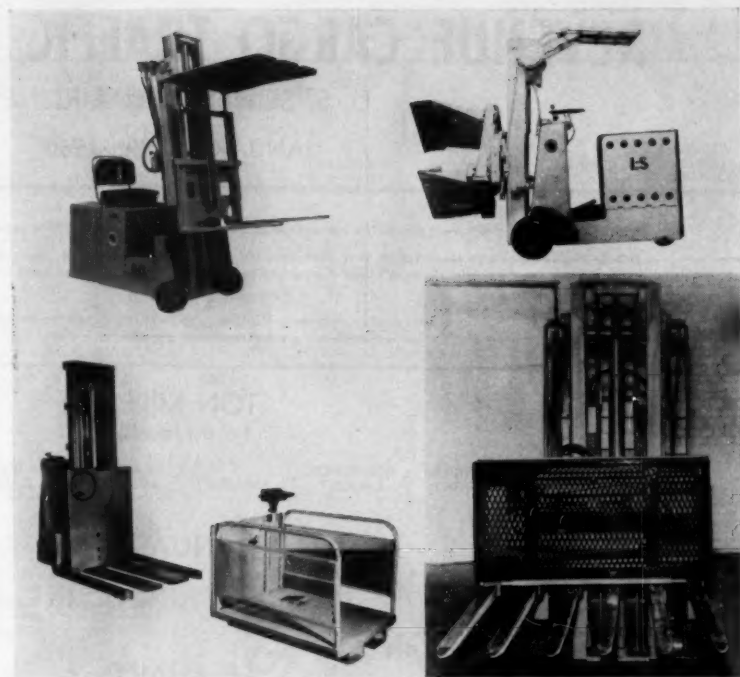
strap for easy break-off, strap end remains in operator's hand, speeding strapping operation. Model 2320 stretcher-sealer handles  $\frac{3}{8}$ ",  $\frac{1}{2}$ " and  $\frac{5}{8}$ " wide strap in .015" and .020" gauges. Model 2325 adjusts to  $\frac{3}{8}$ " and  $\frac{1}{2}$ " wide strapping and handles .015" and .020" gauge material.

A new line of low-cost hand trucks, constructed of lightweight tubular steel, was announced by American Pulley Co., a division of Van Norman Industries, Inc. The two-wheeled trucks are designed for increased versatility in handling heavy goods. They are described as being ideal for small operations.

Called the Kase-King, the new line offers models weighing from 18 to 28 pounds. Four of its five models feature removable semi-pneumatic and cushion tread wheels of different sizes which can be changed quickly to adapt to on-the-job situations. Wheel sizes are available in diameters of six, eight and 10 inches. Free axle positions on the trucks make possible the quick-change operation. The manufacturer stated that "the Kase-King design is intended to establish an industry standard for tubular trucks." It is claimed that these five models and their interchangeable wheels will fill all requirements for lightweight trucks.

Kase-King's heavy-duty skid bars are reinforced at points of stress and will facilitate stair and curb climbing. With a capacity of 400 pounds and tipped-top bar handle, Model KP is the basic unit of the line. Models KP-1 and KP-2 offer the same features, with single pistol-grip handle and two bent-handle grips, respectively.

(Concluded on Page 48)



Four new Lewis-Shepard materials-handling products are shown above. Upper row (left to right)—Load stabilizer attachment designed for handling a large variety of loads that cannot be nested or tied together; and a revolving paper roll grab and pressure regulator valve and gauge for precise clamping pressures in handling paper rolls. Lower row (left to right)—Rider-type, remote-control platform for a standard narrow-aisle, high-stacking AisleMaster; and push-off device with side shifter and multiple forks for the Take-It-or-Love-It Pallet System, developed by the Watertown, Mass. manufacturer.

# REVENUE CARGO TRAFFIC STATISTICS

## U. S. SCHEDULED AIRLINES

JANUARY-APRIL, 1960

NOTE: Parenthesized figures indicate the percentage of gain or loss as compared with same month of 1959.

NOTE: Figures shown in these tables have been rounded to the nearest thousand. Accordingly, the figures shown here occasionally will differ slightly from those that would be obtained by calculations made from the shortened basic figures used in this report.

<sup>1</sup> Service inaugurated February 27, 1960. February data has been included in March reporting.

<sup>2</sup> Statistics not available at official reporting deadline.

### TON MILES (in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
<b>"BIG 4" TRUNKS (DOM.)</b>								
<b>JANUARY</b>								
American	8,290(+79.8)		966(+71)	559(+117.9)	1,753(+72.2)	177(+42)		591(+64)
Eastern	1,483(+46)		513(+14.8)	898(+48.4)	898(+73.3)	254(+109.3)		236(+70)
TWA	2,849(+13.7)		769(+1.9)	294(-9)	1,492(+18.8)	191(+4.7)		394(-1.8)
United	5,234(+15.4)		765(-28.3)	378(+21.9)	1,841(-27.6)	333(+9)		1,222(+35.6)
Totals	17,816(+24.6)		3,083(+6.4)	1,829(+26.6)	5,953(+6.4)	957(+25.9)		

<b>FEBRUARY</b>								
American	9,244(+29.8)		938(+27.3)	461(+4.3)	1,589(+6.6)	147(+4.4)		610(+15.3)
Eastern	1,969(+40.9)		468(+18.9)	507(-3.8)	871(+24)	266(+31.2)		248(+123.3)
TWA	3,317(+59.8)		736(+22.9)	231(+11.1)	1,509(+48.6)	166(+12.2)		405(+18.4)
United	6,137(+16.4)		841(+0.5)	368(-12.2)	1,987(-10.9)	326(+7.3)		1,265(+25.6)
Totals	20,668(+30)		2,984(+14.8)	1,167(-1.8)	5,957(+9.1)	905(+13.6)		

<b>MARCH</b>								
American	9,168(+9.4)	(-100)	1,039(+25.4)	513(+2.6)	1,816(+7.9)	193(-0.9)		664(+10.5)
Eastern	1,770(+30.5)		515(+6.4)	952(-14.9)	982(+21.6)	312(+23.8)		270(+120.3)
TWA	3,239(+29.2)		798(+16.7)	253(+3)	1,604(+39.4)	191(+29.2)		449(+4.3)
United	6,271(+7.4)		899(-9.7)	369(-3.3)	2,330(-9.3)	392(+11.2)		1,352(+15.2)
Totals	20,449(+7.6)		3,251(+8.6)	1,609(-5)	6,732(+8.4)	1,090(+14.7)		

<b>APRIL</b>								
American	9,041(+14.2)		998(+24)	467(-6.8)	1,756(+6.9)	205(-4.1)		641(+7.9)
Eastern	1,093(+26.4)	1(0)	523(+7.6)	917(-6.4)	991(+29)	261(+21.2)		224(+81.1)
TWA	3,180(+30.2)		652(-6.4)	288(+9.4)	1,436(+28.4)	125(-13.7)		449(+4.3)
United	6,176(-1.3)		962(-2.1)	382(+9)	2,466(-2.3)	358(+3.3)		1,315(+14.4)
Totals	20,088(+12)	1(+17.6)	3,138(+5.8)	1,657(-2.4)	6,671(+12.1)	948(+3.1)		

### OTHER TRUNKS (DOM.)

<b>JANUARY</b>								
Braniff	533(-31.9)		171(-24.1)	67(-32.9)	329(-19.4)			26(-23.5)
Capital	388(+8.7)		234(+5.2)	111(-16.8)	336(+1.6)	107(+33.4)		149(+8)
Continental	296(+95.6)		123(+185.5)	68(+33.3)	168(+66.8)	4(-2.2)		
Delta	1,174(-3.7)		277(-3.4)	200(+7.4)	385(-12.2)	41(+57.3)		
National	576(-7.7)		77(-9.2)	221(-22.1)	178(-3.2)	155(-9.2)		
Northeast	170(86.5)		35(-3.1)	56(+17.9)	89(+5.5)	51(+55)		
Northwest	1,401(22.5)		291(+4.8)	144(-3.9)	500(+12.1)	88(-20.8)		157
Western	291(-18.2)		99(-19.2)	72(-26.8)	226(+36.4)	100(+7)		
Totals	4,012(+2)		1,299(+3.9)	944(-5.9)	2,155(+2.6)	559(+6)		335(+90.2)

<b>FEBRUARY</b>								
Braniff	525(+5.8)	(-100)	163(+1.2)	63(-8.7)	366(+20.2)			32(+14.3)
Capital	390(+43.7)		239(-28.3)	92(-8.7)	383(+20)	109(-18.8)		
Continental	314(+130.2)		110(+188.9)	55(+57.8)	137(+88.4)	4(-6.5)		
Delta	1,192(+11.2)		267(+19.7)	178(+10.8)	347(-1.5)	42(+49.4)		132(-2.9)
National	581(+1.5)		67(-1.2)	217(-13.6)	179(+9.6)	147(-2.3)		
Northeast	212(+103.6)		36(+24.6)	42(+8.1)	85(+23)	69(+14.7)		
Northwest	1,467(+34.8)		253(+18.5)	135(+29.9)	507(+17.9)	83(+29.8)		163(0)
Western	326(+21.4)		95(+26.8)	75(+40.1)	230(+43.9)	93(+6.4)		
Totals	5,040(+28)	(-100)	1,233(+22.7)	860(+8.4)	2,188(+18.5)	542(+2.4)		326(+99.5)

<b>MARCH</b>								
Braniff	650(+4.6)		188(-6)	73(-6.5)	412(+23.8)			33(-53)
Capital	446(+33)		294(+18.4)	104(-15.3)	405(+15.1)	133(-29.2)		
Continental	368(+90.3)		111(+189.7)	61(+57.8)	141(+88.3)	5(+6.6)		
Delta	1,333(+8.6)	(-100)	288(+3.4)	199(+9.5)	408(+2.6)	49(+40.8)		159(-2)
National	650(+2)		67(-16)	213(-21.4)	163(-2.9)	156(-6.8)		
Northeast	203(+103)		39(+8.2)	38(-17)	74(+18.5)	66(-3.2)		
Northwest	1,618(+18.6)		292(+22.8)	122(+9)	589(+18.5)	114(+52.5)		168(0)
Western	342(+6.1)		106(+20.1)	73(+26)	282(+43.3)	94(+3.5)		
Totals	5,548(+14.6)	(-100)	1,366(+13.9)	887(-2.8)	2,457(+10)	621(-1.5)		353(+86.5)

Continued

# REVENUE CARGO TRAFFIC STATISTICS U. S. SCHEDULED AIRLINES JANUARY-APRIL, 1960

## TON MILES

(in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
APRIL								
Brant	573(-4.8)	(-100)	152(-17.2)	78(+2.9)	412(+28.5)	181(+8.6)		27(-25.9)
Capital	480(+27.5)		278(+3.2)	112(-10)	406(+10.7)	8(-18.7)		
Continental	302(+37.4)		109(+208.7)	85(+58.3)	157(+53.4)	49(+54.2)		163(+5.7)
Delta	1,352(+18.5)		295(+3)	203(+26.4)	392(+3.9)	134(-11.1)		23(0)
National	632(+8)		67(-1)	181(-3.2)	131(-5)	75(+75.5)		
Northeast	187(+86.2)		34(-3)	37(+16.5)	88(+18.9)	132(+121.3)		179(+804.4)
Northwest	1,598(+21.2)		274(+11.9)	84(-23.4)	533(+18.7)	94(-2.3)		
Western	352(+15.3)		98(+9.7)	63(+21.4)	248(+42.2)	673(+22.4)		394(+84.8)
Totals	5,449(+18.5)	(-100)	1,296(+8)	828(+5.2)	2,402(+18)			

## JANUARY

### LOCAL SERVICE (DOM.)

Allegheny	28(+53.1)		22(+21.3)	3(+15.2)	10(+6)	(-23.7)		
Bonanza	8(+34.8)		2(+14.4)	3(+28)	4(+49.4)	3(+13.7)		
Central	7(-38.8)		2(-56.8)	1(-25.6)	5(-18.5)	1(+106)		
Frontier	58(+18.8)		8(+2.1)	9(+30)	14(+28.9)	9(+15.7)		
Lake Central			17(+32.3)	2(+10.2)	5(+53.2)	(+157.1)		
Mohawk	18(+57.2)		18(+40.5)	4(+17.1)	11(+11.6)	(+3.5)		
North Central	27		42(-26.7)	6(-35.8)	28(-37.7)	8(-57.6)		
Ozark	29(+42.8)		20(+22.2)	5(+62.6)	11(+36.3)	1(+25.9)		
Pacific	5(-20.6)		4(+1.4)	3(+20.4)	9(+24.3)	4(+19.8)		
Piedmont	13(+14.2)		12(-3.3)	0(+1.9)	8(-2.5)	1(-53.3)		
Southern	12(+18.6)		11(+3.4)	4(+1.8)	11(+24.8)	(-26.9)		
Trans-Texas	34(+21.7)		9(-3.4)	4(-3.1)	12(-3.6)	4(-80)		
West Coast	12(+121.9)		3(+43.4)	3(+44.5)	10(+171.9)	2(+137)		
Totals	254(+41.2)		178(+16)	62(+19.5)	143(+25.4)	38(+20.5)		

## FEBRUARY

Allegheny	27(+56.2)		21(+12.8)	2(+12.4)	11(+12.4)	3(+31.8)		
Bonanza	8(+25)		2(+3.9)	3(+83.7)	6(+106.2)	1(+169.8)		
Central	7(-27)		2(-10)	1(-8)	5(-8.3)	9(-20.4)		
Frontier	56(+15.4)		8(+17)	8(+86.5)	14(+53.5)	1(+20.4)		
Lake Central			18(+52.9)	1(+22.1)	4(+34.8)	(+188.7)		
Mohawk	19(+61.5)		17(+59.8)	2(+28.9)	15(+100)	(-6.1)		
North Central	29		38(+27.9)	8(+30.5)	28(+46.2)	8(+33.9)		
Ozark	24(+54.6)		21(+46.4)	5(+109.8)	12(+82.1)	1(+26)		
Pacific	9(+6.3)		3(-3.3)	3(-42.1)	10(-46.4)	5(-67.9)		
Piedmont	14(+36.7)		11(+13.6)	4(-7.9)	8(-12.3)	1(-64.5)		
Southern	12(+45.3)		10(+14.5)	3(+27.8)	14(+80.2)	(-43.5)		
Trans-Texas	33(+45.9)		10(+45.4)	3(+16.1)	13(+22.8)	4(+87.4)		
West Coast	13(+83)		3(+67.2)	3(+60.4)	10(+170.9)	2(+156.7)		
Totals	256(+51)		172(+29.2)	58(+37.7)	135(+49)	40(+23.4)		

## MARCH

Allegheny	29(+26.1)		22(+17.7)	3(-4.3)	12(+1.1)	(-10.9)		
Bonanza	11(+48.3)		2(+28.5)	5(+62.2)	6(+94.7)	3(+15.9)		
Central	9(-29.5)		3(-11.8)	2(-9.8)	6(-8.5)	1(+203.9)		
Frontier	60(+22.1)		9(+37.3)	9(+42.8)	15(+88)	11(+45.1)		
Lake Central			17(+38.5)	1(+12.4)	4(+22.3)	(+440)		
Mohawk	11(-20.7)		9(-16.2)	1(-58.3)	9(+32.4)	(-76.1)		
North Central	32		42(+14.1)	9(+43.9)	32(+32)	11(+82.1)		
Ozark	27(+31.4)		24(+13.4)	5(+13.2)	14(+12.4)	5(+69.4)		
Pacific	8(+16.8)		4(-2.9)	3(+24.3)	11(+23.5)	5(+42.5)		
Piedmont	14(+6.6)		11(-4.2)	5(-13.8)	9(-3.1)	1(-70.3)		
Southern	18(+40.8)		10(+5.1)	4(+17.7)	13(+80.9)	(-8.7)		
Trans-Texas	40(+39.4)		12(+38.8)	3(+12.3)	17(+24.5)	4(+12.6)		
West Coast	17(+85.9)		4(+78.8)	3(+49.8)	11(+143.6)	2(+109)		
Totals	280(+38.5)		177(+14.9)	80(+15.1)	164(+29.7)	45(+20.9)		

## APRIL

Allegheny	37(+45.3)		26(+18.9)	4(+23.4)	14(+25.5)	(+33.3)		
Bonanza	12(+47.5)		3(+27.4)	5(+53.5)	4(+62.7)	3(+22.1)		
Central	11(+14.1)		3(-18)	2(+18.2)	5(-18.3)	2(+201.4)		
Frontier	61(+3.9)		9(-3.7)	10(+47.2)	18(+15)	10(+8.3)		
Lake Central			20(+32)	2(+13.5)	4(+11.5)	(+160)		
Mohawk	19(+9.1)		12(-8.7)	2(-25.3)	16(+68.8)	(-21.9)		
North Central	34		38(+3.4)	9(+15.5)	31(+21.4)	10(+39.7)		
Ozark	27(+21.1)		24(+6)	5(+72.2)	19(+18.2)	1(+48.1)		
Pacific	8(+6.9)		4(-17.9)	3(+17.4)	11(+28.5)	5(+48.5)		
Piedmont	17(+18.4)		13(+16.4)	7(+1.6)	10(+14.1)	2(-72.9)		
Southern	17(+32.6)		12(-23.9)	4(-12.1)	14(+62.8)	(+16.2)		
Trans-Texas	40(+31.5)		12(+40.5)	4(+4.4)	17(+35.6)	5(+72.8)		
West Coast	13(+57.2)		5(+81.8)	3(+82.8)	11(+136.8)	2(+124.6)		
Totals	298(+38.4)		188(+11.8)	88(+20.6)	174(+32.8)	48(+19.7)		

Continued

# REVENUE CARGO TRAFFIC STATISTICS U. S. SCHEDULED AIRLINES JANUARY-APRIL, 1960

## TON MILES (in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
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### JANUARY

#### HELICOPTER (DOM.)

Chicago				(+137.5)	1(+4.1)			19(-4.8)
Los Angeles			2(+21.4)	(+33.3)	4(+20)			12(+12.8)
New York	(+16.7)		1(-3)	(+55.5)	1(+33.3)			3(-7.8)

### FEBRUARY

Chicago				(+171.4)	1(-2.9)			19(+8.3)
Los Angeles			2(+6.9)	(+50)	4(+14.3)			11(-.8)
New York	(+10.7)		1(+8.9)	(+71.4)	1(+9.9)			2(-24.3)

### MARCH

Chicago				(+133.3)	1(-19.1)			19(-2.5)
Los Angeles			2(+13.9)	(+33.3)	4(+13.2)			12(-.7)
New York	(-4.8)		1(-31.2)		1(-27.7)			3(-14.2)

### APRIL

Chicago				(+130)	1(-3.1)			17(-8.6)
Los Angeles			2(-8.4)		4(+2.1)			11(-11.8)
New York			1(-3.7)	(+80)	1(+1.6)			3(-8.4)

### JANUARY

#### INTRA-ALASKA

Alaska Coastal	3(-22)	(-100)		(+26.1)	3(+25.7)			
Cordova	8(+87.2)	23(-46.1)		(-42.3)	2(-20.3)			
Ellis	1(+1.5)	(-100)		(+30.5)	1(+15.3)			
Northern Consolidated	31(+16.9)	1(+249.1)		1(-42)	30(+31.1)			
Reeve	53(-4.5)	35(+20.2)		2(+230.1)	40(+26.5)			
Wien	38(-1.2)	29(-88.6)		1(+31.3)	31(-1.3)			

### FEBRUARY

Alaska Coastal	3(+17.5)			(+21.4)	4(+3)			
Cordova	7(+113.9)	26(-25.3)		(-37.2)	3(-1.2)			
Ellis	2(+45.2)	(-100)		(-42.2)	2(+52.5)			
Northern Consolidated	40(+41)	(-100)		2(-3.9)	35(+54.3)			
Reeve	36(-37.1)	29(-10.9)		2(+13.7)	48(+52.5)			
Wien	47(+11.1)	39(-80.6)		1(+13.5)	39(+20.3)			

### MARCH

Alaska Coastal	4(+61.9)	(-100)		(+27.3)	4(+1.2)			
Cordova	11(+173.9)	28(-27.3)		(+4.8)	3(+6.2)			
Ellis	2(-11)	(-28.6)		(-10.4)	2(+18.3)			
Northern Consolidated	58(+43.1)	2(+75)		2(+6.5)	42(+37.4)			
Reeve	51(-12.2)	8(-74.5)		2(+115.7)	47(+41.8)			
Western Alaska								
Wien	47(-13.8)	6(-86)		2(+16.7)	41(+2.9)			

### APRIL

Alaska Coastal	4(+61.3)			1(+7)	3(-5.3)			
Cordova	11(+141.2)	26(-48.4)		(+1.7)	3(-11.6)			
Ellis	6(+182.1)	(-86.7)		1(+104.8)	4(+158.1)			
Northern Consolidated	57(+8)	2(+87.2)		2(+10.4)	47(+22.4)			
Reeve	57(+11.3)	10(-80.3)		2(+87.4)	54(+34.4)			
Western Alaska								
Wien	86(+2.1)	40(-78.1)		1(+19.3)	51(+16.9)			

### JANUARY

#### INTRA-HAWAII

Aloha	8(-1.3)			1(+51.5)	2(+222.9)			
Hawaiian	124(+18.6)	29		2(+33.7)	3(-21.7)			44(+29.8)

### FEBRUARY

Aloha	6(+15)			(+82.1)	2(+256.9)			
Hawaiian	122(+22.7)	31		1(+29.2)	3(-25.7)			41(+29.2)

### MARCH

Aloha	7(+9.4)			(+4.2)	2(+72.5)			
Hawaiian	141(+51.1)	190		1(+29.8)	4(-19.1)			44(+28.8)

### APRIL

Aloha	6(+8.9)			(+40.7)	2(+82)			
Hawaiian	132(+17.1)	201		1(+23.5)	4(+4.3)			41(+20.2)

Continued



# REVENUE CARGO TRAFFIC STATISTICS U. S. SCHEDULED AIRLINES JANUARY-APRIL, 1960

## TON MILES (in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
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### DOMESTIC ALL-CARGO

### JANUARY

Flying Tiger	6,737(+8)	460(+57.8)	55(-29)		80(+82.3)	9(-17)		490(+19.5)
Riddle	1,361(-29.7)	44(-97.7)	30(-13.8)		9(+16.7)	(+1,100)		271(-28.1)

### FEBRUARY

Flying Tiger	4,089(-17.5)	1,633(-39.1)	49(+14.2)		62(+114.4)	12(+249.2)		340(-6.8)
Riddle	1,485(-8.9)	80(-97.3)	28(+18.5)		6(+21.5)	(-85.9)		285(-24.8)

### MARCH

Flying Tiger	7,144(+1.2)	2,739(+8.3)	134(+102.1)		48(+33.7)	14(+163.2)		522(+20.2)
Riddle	1,639(+8.5)	51(-97)	23(+17.7)		7(+23.8)	1		324(-19.1)

### APRIL

Flying Tiger	6,407(-1.1)	6,238(+52.6)	64(+13.7)		184(+342.9)	9(+671.4)		475(+12.4)
Riddle	1,271(-6.1)	59(-97.7)	28(+28.7)		9(+44.3)	10		208(-10.7)

### JANUARY

### INTERNATIONAL & TERRITORIAL (PASSENGER-CARGO)

Alaska	164(+25.2)	144(+136.3)	2(-30)	3(-10.5)	54(-8)			
American	183(-2.8)		(+76.9)	15(+71.8)	8(+18.2)			
Braniff	110(+8)			23(+12.6)	21(+31.1)			
Caribbean-Atlantic	6(+37.5)	(-75.9)		1(-7.8)	1(+16.6)			
Delta	40(-12.6)			14(-31.7)	6(-8)			
Eastern	133(+31.7)			54(+17)	77(-7.8)			
Mackey	4(+24.1)		(+4.5)	(+70.7)				
National	11(-56)		(-84.9)	7(-39.1)	8(-38.7)			
Northwest	759(+22.8)	(-100)	18(-5.5)	27(-17.9)	1,188(-5.5)			
Pacific Northern	211(+11.8)		5(-12.9)	8(+13.3)	99(+4.8)			
Pan American (total)	8,712(+8.2)	141(+231.5)	699(-9.6)	3(+96.4)	3,221(+3.8)			
(Alaska)	101(-10.7)			218(-13.9)	32(+21.9)			
(Atlantic)	2,944(+32.9)	122(+5,293.8)		383(-10)	1,233(-5.7)			
(Latin American)	4,002(-5)	18(-59.5)		112(+26.7)	428(+8.1)			
(Pacific)	1,694(-2.3)	2		46(+11.9)	1,827(+11.3)			
Panagra	494(+21.8)			13(-34.7)	71(+5.5)			
Trans Caribbean	312(+114.1)			100(+19.1)	972(+5)			
Trans World	1,043(+47.4)	(-100)	6(0)	1(-19.3)	127(-8)			
United	79(+16.2)			10(+14.7)	6(-18.1)			
Western	13(-45.3)							

### FEBRUARY

Alaska	149(+59.3)	209(+328.5)	3(+48.4)	2(-11.3)	56(-4.8)			
American	189(-21.5)		(-50)	16(-4.2)	8(-19.2)			
Braniff	128(+29.8)			23(+9.5)	24(+63.1)			
Caribbean-Atlantic	7(+71)	(-100)		2(+9.9)	1(+0.5)			
Delta	30(-28.1)			11(-21.5)	8(-9)			
Eastern	150(+24.6)		(+4.4)	46(-10.5)	88(-8.1)			
Mackey	8(+104)		(-65.4)	1(+16.7)				
National	8(-76.3)		(-15.7)	3(-55.3)				
Northwest	850(+6.5)		19(-10.6)	27(-21.9)	1,105(-18.4)			
Pacific Northern	184(+10.2)		5(-8.7)	5(-23.2)	101(+6.9)			
Pan American (total)	9,259(+12.2)	324(+158.5)	644(-5)	1(-42.3)	3,243(+16)			
(Alaska)	110(+2.7)			195(-17.1)	31(+48.3)			
(Atlantic)	3,195(+44.6)	367(+787.3)		1,215(+1.9)	1,800(-6.1)			
(Latin American)	4,015(-3.5)	18(-51.4)		338(+6.8)	70(-6.5)			
(Pacific)	1,942(+10.3)			107(+19.4)	140(+7.9)			
Panagra	523(+21)			50(-2.4)	1,599(+23.5)			
Trans Caribbean					70(+13.4)			
Trans World	1,116(+73.2)			99(+10.2)	913(+6.7)			
United	62(-18.6)	(-100)	6(0)	2(-10)	110(-15.7)			
Western	13(-7.8)			7(-1.8)	7(+23.3)			

### MARCH

Alaska	168(+28.3)	114(+213.2)	4(+87.7)	4(-12.4)	67(+2)			
American	181(-31.2)		(-35.9)	13(-12.8)	9(-7.3)			
Braniff	126(+38.5)	(-100)		20(-29.5)	22(+26.7)			
Caribbean-Atlantic	8(+62.3)			2(0)	2(+9.6)			
Delta	30(+30.3)			13(-3.8)	7(+7.1)			
Eastern	164(+4.9)		50(-8.4)	50(-8.4)	97(-13.3)			
Mackey	8(+134)		(-13)	1(+25.5)				
National	13(-99.8)		1(-62.3)	3(-23.3)	2(-74.9)			
Northwest	1,048(+14.3)		17(+6.7)	32(+1.8)	1,264(-7.4)			
Pacific Northern	235(+16.7)	(-93.8)	9(+3)	10(+7.1)	112(+2.3)			
Pan American (total)	10,249(+11.3)	523(+884.7)	708(+4.8)	3,090(+10.4)	3,090(+10.4)			
(Alaska)	135(+2.4)			32(+24.4)	32(+24.4)			
(Atlantic)	3,915(+60.1)	338(+1,057.5)		235(+1)	1,300(-13.7)			
(Latin American)	4,162(-6.9)	21(-10.8)		343(+4.3)	439(+10.6)			
(Pacific)	2,035(-6.3)	162(0)		125(+16)	1,827(+37.2)			
Panagra	503(+10.4)			53(+2.9)	81(+11.8)			
Trans Caribbean								
Trans World	1,400(+102.8)	55(-95.5)		117(+25.5)	1,095(-18.9)			
United	108(+10.9)	9(0)		1(-8.3)	140(-3.7)			
Western	24(+114.4)			19(+36.7)	13(+3.2)			

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# REVENUE CARGO TRAFFIC STATISTICS U. S. SCHEDULED AIRLINES JANUARY-APRIL, 1960

## TON MILES (in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
<b>APRIL</b>								
Alaska	200(+53)	143(+434.2)	3(+39.4)	3(-9.6)	63(+3.6)	13(0)		
American	211(-9.6)		(-4.4)	13(+11.2)	5(-13.6)		4(-20.3)	8(-70)
Branch	115(-2)			19(-14.2)	35(+114.2)		8(-31.7)	
Caribbean-Atlantic	7(+77.5)	(-100)		1(-13.9)	2(+27.1)			
Delta	31(-26.8)			11(-18.6)	6(-8.1)		(-57.9)	
Eastern	132(+13.1)			48(+7)	106(+33.9)		22(+8.4)	
Mackay	5(+187.9)			(-11.7)				
National	17(-46.5)		2(-52.8)	8(-28.2)	2(-65.7)		(-100)	
Northwest	1,047(+1.3)	23(0)	15(-15.5)	38(+11.1)	1,285(+8)	22(0)	93(-1.5)	(-100)
Pacific Northern	271(+18.3)		6(-19.2)	12(+8.8)	114(+2)			
Pan American (total)	10,448(+14.8)	209(+23.4)		744(+14.7)	3,748(+18.3)		392(-7.5)	788(-.8)
(Alaska)	183(+36.4)			3(+60.6)	39(+91.2)			
(Atlantic)	3,909(+55.5)	102(-17.4)		318(+35.8)	1,362(-8.2)		180(-3.3)	237(+8.3)
(Latin American)	4,531(+6.8)	64(+43.1)		303(-3.2)	427(+12.8)		87(-21.8)	425(-13.7)
(Pacific)	2,323(+6.7)	42(+8.247)		121(+20.4)	1,899(+48.1)		144(-4.8)	125(+51.8)
Panagra	513(-4)	6(0)		41(-10.8)	82(+17.5)		37(+6.8)	27(+40)
Trans Caribbean								
Trans World	1,154(+64.5)	(-100)		135(+28.3)	1,178(+32.3)		111(+12.9)	101(+130.8)
United	141(+43.7)		11(8)	3(+.5)	157(+14.9)	32(0)		
Western	31(+44.8)			9(+37.2)	8(-46.4)		2(-19.2)	

## INTERNATIONAL & TERRITORIAL (ALL-CARGO)

ASA	473(-10.9)	85(+155.3)						80(-29.8)
Riddle	489(-7.9)	11(+1,357.7)			7(0)			71(-21.9)
Seaboard	1,632(+48)	1,403(-28.6)			405(+60.8)		15(+106.8)	296(-15.8)

## FEBRUARY

ASA	454(+7.4)	58(+88.1)						67(+19)
Riddle	439(-32.5)	23			6(0)			65(-43.6)
Seaboard	1,603(+32.5)	2,279(+10.2)			441(+38.6)		16(-5.1)	303(-8.8)

## MARCH

ASA	474(-9)	89(+1,504.4)						68(-4.3)
Riddle	450(-36)	4(-2)			8(0)			68(-45.7)
Seaboard	1,976(+21.8)	3,574(+73)			536(0)		16(+264.1)	291(-18)

## APRIL

ASA	489(-11.9)	33(-21.5)						81(-1.7)
Riddle	464(-26.6)	17(+606.4)			5(0)			74(-33.7)
Seaboard	1,469(+6.8)	1,610(+114.6)			549(+93.9)		13(+137.2)	277(-18.1)

TOTALS

## JANUARY

Big 4	17,815(+24.8)	3,083(+6.4)	1,828(+26.6)	5,953(+6.4)	957(+25.9)		1,222(+35.6)
Other Trunks	4,812(+2)	1,299(+3.9)	844(-5.9)	2,158(+2.8)	589(+6)		335(+80.2)
Local Service	254(+41.2)	175(+16)	62(+19.5)	143(+25.4)	30(+20.5)		
Helicopter	(-16.7)	3(+11.5)	(-78.3)	6(+18.7)			31(+1)
Intra-Alaska	133(-4.3)	89(-72.8)	6(+20.9)	111(+17)			
Intra-Hawaii	130(+17.5)	29(0)	3(+38.3)	5(+13.3)			44(+29.8)
All-Cargo	8,118(-7.4)	12,269(+40.9)	85(-35)	89(+69.9)			799(-9.5)
Total	31,266(+10.8)	12,387(+37.1)	4,647(+4.8)	2,844(+13.4)	1,565(+16.7)		2,402(+20)

INT'L (Passenger-Cargo & All-Cargo)	12,249(+13.5)	3,529(-34.8)	33(-.5)	1,029(-5.4)	5,862(+1.8)	652(+3.2)	927(+14.5)
TERR. Total	2,894(+22.7)	1,800(-26)	33(-.5)	1,829(-0.4)	482(-43)	15(+106.6)	420(-18.9)
Certificated Route Industry	15,144(+15.2)	5,029(-32.4)	4,681(+4.7)	3,873(+7.7)	6,325(+3.8)	668(+4.7)	1,355(+1.3)
	40,410(+12.2)	17,415(+5.7)			14,771(+9.2)	1,589(+16.7)	3,758(+12.5)

## FEBRUARY

Big 4	20,266(+30)	2,964(+14.9)	1,868(-1.8)	5,957(+9.1)	965(+13.8)		1,265(+27.4)
Other Trunks	5,040(+25)	1,253(+22.7)	880(-5.4)	2,188(+18.8)	542(+2.6)		320(+99.5)
Local Service	294(+81)	172(+29.2)	55(+37.7)	135(-48)	40(+23.4)		
Helicopter	(-16.7)	3(+7.8)	(-100)	6(+9.9)			30(+1.1)
Intra-Alaska	139(+4)	80(-68.5)	8(+6)	132(+38.3)			39(+24.4)
Intra-Hawaii	129(+22.3)	31(0)	1(+41.1)	5(-16.5)			625(-22.3)
All-Cargo	8,187(-18.4)	12,681(+70.6)	77(-9.1)	89(+99.4)	13(-10.9)		2,290(+13.1)
Total	32,021(+16)	12,793(+68.3)	4,491(+17)	8,918(+12.8)	1,501(+9.4)		

INT'L (Passenger-Cargo & All-Cargo)	13,002(+16.8)	3,359(-37.8)	36(+8.9)	943(-2)	5,744(+4.4)	623(+2.9)	849(-.3)
TERR. Total	2,497(-9.2)	2,361(+12.1)	36(+8.9)	948(-2)	447(+40.7)	10(-8.1)	438(-14.2)
Certificated Route Industry	15,500(+16.3)	5,720(-23.8)	4,627(+16.9)	3,443(+4.4)	6,192(+6.4)	633(+2.8)	1,286(-5.5)
	47,521(+15.7)	18,513(+21.8)			14,708(+10)	1,501(+9.4)	3,576(+5.6)

## MARCH

Big 4	20,449(+7.5)	(-100)	3,251(+8.6)	1,869(-5)	6,732(+8.4)	1,090(+14.7)	1,352(+16.2)
Other Trunks	5,549(+14.6)	(-100)	1,389(+13.9)	897(-2.8)	2,457(+18)	821(-1.5)	353(+86.5)
Local Service	280(+39.8)		177(+14.9)	58(+18.1)	164(+29.7)	45(+29.9)	
Helicopter	(-4.8)		3(-3.9)	(-56)	7(-2.6)		34(-2.7)
Intra-Alaska	173(+7.2)	43(-82)		9(-28.4)	140(+24.5)		44(+26.6)
Intra-Hawaii	148(+29.4)	166	129(+51.5)	(-22.1)	8(-4)		848(-4.6)
All-Cargo	8,783(-5.9)	15,079(+81.8)	4,930(+11.1)	2,647(-3.8)	55(+32.2)	15(+29.2)	2,632(+13.4)
Total	35,383(+5.8)	15,319(+76.4)			9,564(+11.4)	1,772(+8.7)	

INT'L (Passenger-Cargo & All-Cargo)	14,580(+16.2)	4,106(-29.1)	39(+31.8)	1,058(+4.5)	6,488(+2)	783(+1)	926(+1.7)
TERR. Total	2,902(+1.9)	3,647(+75.7)	39(+31.8)	1,058(+4.5)	543(0)	16(+206.1)	428(-20.6)
Certificated Route Industry	17,482(+13.5)	7,754(-1.8)	4,999(+11.3)	3,706(-1.8)	7,031(+8.5)	8(0)	1,355(-8.1)
	52,986(+8.2)	23,073(+40.6)			16,599(+10.1)	1,781(+8.2)	3,967(+3.7)

Continued

TON MILES  
(in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
APRIL								
DOMESTIC								
Big 4.....	20,066(+12)	1(+17.6)	3,135(+5.5)	1,657(-2.4)	6,671(+12.1)	948(+3.1)		1,315(+14.4)
Other Trunks.....	5,449(+18.5)	(-100)	1,296(+8)	828(+5.2)	2,402(+18)	673(+22.4)		394(+94.5)
Local Service.....	295(+38.4)		155(+11.6)	83(+20.8)	174(+32.8)	46(+15.7)		33(-7.9)
Helicopter.....	193(+14.4)	95(-71.6)	3(-4.8)	16(+35.4)	7(0)			
Intra-Alaska.....	139(+16.7)	201	92(+2.5)	2(+28.4)	7(+23.5)			41(+20.2)
Intra-Hawaii.....	7,678(-5)	22,790(+112.5)	4,715(+6.5)	2,864(+8)	163(+296.2)	26(+231.7)		784(-4.8)
All-Cargo.....	33,825(+8.8)	23,091(+108.4)			9,883(+15.4)	1,694(+11.6)		2,549(+14.5)
INT'L. (Passenger-Cargo.....	14,880(+16.4)	3,900(-33.8)	39(+17.6)	1,097(+12.2)	6,799(+16.3)	71(0)	674(-2.6)	951(+2.2)
& All-Cargo.....	2,433(-5.5)	1,880(+109.4)			554(+96)		13(+137.2)	453(-18.8)
TERR. Total.....	17,313(+14.4)	5,781(-15)	39(+17.6)	1,097(+12.2)	7,354(+20)	71(0)	687(-2.4)	1,434(-6)
Certificated Route Industry.....	51,139(+10.6)	26,852(+61.5)	4,754(+6.5)	3,661(+3.8)	16,938(+17.4)	1,755(+16.3)	687(-2.4)	3,983(+6.2)

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## BOOKS

James V. Bernardo's *Aviation in the Modern World* (E. P. Dutton & Co., Inc.; 352 pages; \$5.95) based on the all-too-true concept of our living "in an era of continuous and accelerating change," concerns itself with "the dramatic impact upon our lives of aircraft, missiles and space vehicles." His book is divided into two parts—the first is devoted to the influence and contributions of aviation to society and defense; the second, to aircraft and missile research, development and operation, as well as to space exploration. A broad subject expertly condensed for the lay reader. Illustrated with photos and charts.

**Aircraft Annual: 1960** (Simmons-Bordman Publishing Corp.; 96 pages; \$1.95), edited by John W. R. Taylor, discusses in text and picture the past year's aviation activities. A dozen experts contribute chapters on various aspects of flight. Profusely illustrated. . . . Another volume by John W. R. Taylor is **Warplanes of the World** (Simmons-Bordman Publishing Corp.; 96 pages; \$1.95) contains data and illustrations of nearly 250 military aircraft. The book is divided between major operational aircraft and second-line planes. Up to date and compact. A first-class source for information of this type.

**Flying Saucers: Top Secret** (G. P. Putnam's Sons; 288 pages; \$3.95) is the newest of Maj. Donald E. Keyhoe's books which are critical of Air Force policy preventing the dissemination of Unidentified Flying Objects. It is the retired Marine officer's unabated contention that mysterious flying saucers do exist, and he cites case after case to prove his own. Keyhoe frankly hopes, through his books as well as through the National Investigations Committee on Aerial Phenomena which he directs, to force public hearings on the subject.

The story of Amelia Earhart, the flyer, rather than Amelia Earhart, the human being, is emphasized by Paul L. Briand, Jr., in *Daughter of the Sky* (Duell, Sloan & Pearce; 230 pages; \$3.95). To be sure, Briand treats fabulous AE with love and care, pointing her up as "one of a kind," one who "teemed with a zest for living." We follow her from girlhood to her final tragic flight (about which the author has a singular theory). *Daughter of the Sky* makes good reading, but we reiterate our disappointment that AE does not emerge more a person than an aviatrix.

More in that excellent series of pocket-size travel guides are these three titles: **U. S. A., Great Britain, and Greece** (Taplinger Publishing Co.; \$2.50). Each little volume contains a wealth of pictorial splendor, drawing on the country's scenic beauties, places of interest, people, and customs. As though their collections of photos are not sufficient, the guides also offer thumbnail statistics about each area. This is the kind of guide you'll want to keep and look through over and over again.

One of the better standards is Frances Toor's **New Guide to Mexico** (Crown Publishers, Inc.; 258 pages; \$2.95). Now in its sixth revised edition, the author has plugged up a few holes, giving the reader-user of his guide fingertip control of a Mexican trip (including California Baja). Information is complete and well presented, making a trip to or through that country all the more pleasurable.

In George Campbell Dixon's **Venice, Vicenza, and Verona** (Essential Books; 160 pages; \$12.50), the three Italian cities spring from the pages into instant life and beauty. Masterful color photos fill the eye with splendor, rendering the reader (if he's never been there) incapable of deciding which of the cities is the most beautiful. Dixon's text is intelligent, a fine complement to the illustrations. Of one thing we're convinced: more than just a few uninitiated readers will be making plans to visit Venice, Vicenza, and Verona.

We think you will like Elisa Daggs' **Doorways to the World** (Doubleday & Co., Inc.; 319 pages; \$4.95), a travel book with a somewhat different approach. Twenty-two vignettes, charming in every respect, surround scores of photos of people and places in 21 countries around the world. This is not a how-to or where-to-go book. It is, rather, a volume of personal impressions which, in many instances, incite one's desire to visit their sources.

Ronald M. Deutsch's **In Europe Necessary?** (Henry Holt & Co.; 121 pages; \$2.95) is a spoof from the moment the foreword asks: "Why bother going?" A cheerful volume, touching on this and that aspect of European travel, with tongue well in cheek and pen dipped in wit. Deutsch, for example, will show the non-French-speaking American how to warn a Parisian of a flower pot plummeting towards his skull. Amusing drawings by Roy Doty.

Ralph Gregory, a naturalized Australian, traveled Europe's age-old Amber Route in a motor caravan, from the North Sea over rugged terrain to Italy and the Adriatic Coast. **Caravan in Europe** (SportShelf; 186 pages; \$5.75) is an interesting chronicle of his trip, proving that caravanning in Europe is both happy travel and discovery. Here, too, are the answers to the query, "Why caravan?"—enticing answers. Appendices offer valuable information to would-be caravanners.

Ruth Gruber's series of articles on Puerto Rico which were published in the *New York Herald-Tribune* has been expanded to book-length, now available under the title, **Puerto Rico: Island of Promise** (Hill & Wang, Inc.; 216 pages; \$1.95, paperback; \$3.95, cloth bound). An affectionate picture of the island and its citizens; a sunny place where "relaxation is a philosophy of life." But this does not mean it is a "siesta-land." Witness the success of Operation Bootstrap. Problems remain, but the government is slavishly at work to eradicate them. Well-illustrated.

It's one thing to be a prolific writer; another, to be consistently good—like Robert Payne. In **The White Rajahs of Sarawak** (Funk & Wagnalls; 274 pages; \$3.95), Payne has written with care, and often with true beauty, of a unique chapter in modern history: about the young Englishman, James Brooke, who, as king of an Eastern race, founded a dynasty, and of his descendants in the ensuing 105 years. It was a rare century for the white rajahs, moving from tumult and adventure to the gradual changes wrought by a shrinking world and World War II. The last white rajah, "knowing that Sarawak could not survive in a world of atomic bombs unless it was brought into the Commonwealth," effected in 1946 the transfer of the country and people he loved.

Driven from Austria by Nazi persecution, young Dr. H. Eric Mautner emigrated to Bolivia where, at Santa Morena, deep in the jungle, he spent several years practicing medicine. **Doctor in Bolivia** (Chilton Co.; 331 pages; \$5.95) is the kind of personal story which grows on the reader with every new page. His descriptions of the natives are first rate. Particularly absorbing is this picture of an intellectual, turned *gringo* doctor, gradually making peace with himself and his new lot. *Doctor in Bolivia* is not just a doctor's story; it has its adventures and excitements and even amor.

. . . The overseas Americans carry with them not only the responsibility for their own behavior, but also the guilt for intolerance in Arkansas or bumbling in Washington. They likewise bask in the reflection from great achievements at Cape Canaveral or inspiring acts of leadership in Washington. . . . Harlan Cleveland, Gerard J. Mangone, and John Clarke Adams, in their **The Overseas Americans** (McGraw-Hill Book Co.; 316 pages; \$5.95), point out that nearly 1% of our citizens live outside of the United States. Their book is the result of their research into the elements required for successful performance in overseas assignments. An important work on a vital subject. Don't overlook *The Overseas Americans*.

(Concluded on Page 50)



## NEW EQUIPMENT

(Continued from Page 41)

tively. Model KP-O, or Open Frame Model is made without cross-bars and center



straps. The Utility Truck Model is the lightest and lowest in cost of the Kase-King line. Fitted with standard five-inch solid rubber wheels, it has a 200-pound capacity and is suitable for moving goods over single-level areas.

A new all-aluminum Folding Basket Pallet, originally developed for the military, has been put on the market by the Louisville Metal Products Company. These dual-purpose pallets can be used as a container type pallet; or, by folding and locking sides, they can be converted into and used as flat pallets. Whether being used as a basket, with corners secured by pins, or flat, these four-way entry pallets can be moved by a hand-lift or fork-lift truck. Folding Basket Pallets, the manufacturer stated, can be furnished with standard two-way or four-way entry bases or with sling rings and drag runners. They are made of aluminum sections, and are lightweight, non-toxic, easy to clean, spark-proof, sanitary, and odorless. Also available in anodized aluminum, the Folding Basket Pallets come in a number of standard sizes and, while designed for a 2,000-pound load, heavier capacities can be furnished, the firm said.

For further information about products mentioned in this column, write *Air Transportation*.

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(C) Burma.....	5¢%	10¢%
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(B) Philippines, Japan, Okinawa.....	1¢%	5¢%

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**47** A new 12-page brochure, *First in Imagination . . . First with Reality*, by Automatic Transportation Co. includes a discussion on how a lift truck is born, from idea to the actual product.

**48** We think you'll go for Precision Equipment's *Laugh Book*. Executives seeking a joke or a laugh-line for that public address or luncheon speech will find this extremely handy, as well as mirth-provoking. Features cartoons and "Heard in the Locker Room" jokes. Pocket-size.

**49** Sample issue of the *American Import & Export Bulletin*, monthly magazine devoted to international trade. Features articles, customs information, import and export trade opportunities, statistics, etc.

**50** *Air France Diary*, 12-page reprint of an exclusive article originally published in *Air Transportation*. Here is an on-the-spot survey and report of the French airline's cargo operations in Europe and North Africa.

**51** A handsomely produced wall map of the world in color, showing the routes of Swissair. Measures 44" x 19". Well-detailed. On its reverse side it contains illustrations of and information about the various types of aircraft operated by the airline.

**52** New 16-page booklet on powered steel strapping tools designed to make the application of strapping easier, faster, and more uniform. Illustrations show how powered tools have increased packaging speed, reduced operator fatigue, and produced more secure packages.

## Please Read This

Items are offered in *Come 'n' Get It* for three consecutive months. Added this month are items Nos. 56 to 64.

Items generally remain available for approximately three months after the last time of publication, but may be withdrawn earlier.

**53** Mexicana Airlines has produced a folder which features a compilation of interline routes between 22 United States points and Mexico City.

**54** Here is the 1960 edition of the New York State Airport Map. Wall-size (21" x 24"), it lists 285 airports, heliports, and seaplane bases, locating the landing facilities in relation to county lines, principal waterways, cities and villages of at least 1,000 population, and small air-marked communities. It identifies municipal, privately owned, and military airfields, seaplane bases, heliports and flying farmer airstrips.

**55** Complete analysis of Deteco's latest Automatic Cargo Weighing and Handling System, which is designed to expedite the flow of cargo traffic while maintaining inventory control.

**56** Four-page illustrated bulletin illustrates and describes the Model A-5 Baldwin-Clark weighing attachment for fork trucks. Electronic weighing attachment makes possible the in-transit weighing of loads by fork trucks, eliminating need for weighing loads at platform scales.

**57** Standard Conveyor's new four-page brochure describing and outlining the advantages of "a completely new concept in vertical conveyors." Discusses the vertical conveyor's uniqueness, where and how to use it, and how it saves time, space, and money.

**58** Single-page bulletin which provides technical data and design features of A. J. Gerard & Co.'s Straphinder combination stretcher-sealers for application of flat steel strapping.

**59** Clark Equipment's Utilitrac 7024, battery-powered fork truck of 7,000 pounds' capacity, is described and illustrated in a four-page bulletin.

**60** *Pallet or Palletless Handling*, an interesting and informative eight-page brochure, has been published by Automatic Transportation Co. It is designed to "give industrial lift truck users the pros and cons of both handling methods in order that they may select the most economical system to suit their individual job requirements."

**61** Signode's new four-page folder contains detailed descriptions and a chart of specifications and applications help to select the one combination tool (tensions strap, applies seal, makes joint, and cuts strap) most efficient for the job in mind.

**62** Principles of APC (adjustable pressure conveyor) operation and their application to live roller conveyors are explained in a four-page, illustrated brochure.

**63** Africa is changing so rapidly these days that the standard maps of a few months ago no longer hold true. Here's UAT French Airlines' newly published map of Africa, including a listing of the names of the newly independent countries, with data about each. Valuable.

**64** *The Air Express Story*, an absorbing eight-page booklet which relates the history of Railway Express Agency's Air Express Division—its beginnings, and how it grew.

## BOOKS

(Continued from Page 48)

Place William Styron's novel, *Set This House on Fire* (Random House; 507 pages; \$5.95) on your must list. For Styron has followed up his first and highly rated book with another one which gives proof to a writer of top rank. This is not to say that his new book is without flaws—they are quite evident—but his is a big talent, and it forces itself through the flaws. The narrator, Peter Leverett, has a monumental task relating the stories of Mason Flagg and Cass Kinsolving, two psychopathic characters who will long rest in our memory. If the reader will find the form of this novel complex, perhaps needlessly so, and leaning hard toward the sensational, he will also find its writing indisputable superlative.

Richard Frede is going places. His second novel, *The Interns* (Random House; 374 pages; \$4.95), underscores the fact. In *New North Hospital*—it can be any big-city hospital—he has thrust his men in white into varying aspects of idealism and materialism; dug deep into the pro and the phoney, the humanitarian and the cynical. His hospital and the many characters he has scurrying through its wards reveal a prodigious amount of research. A powerful and authentic picture of the underpaid, overworked intern, interwoven with a strongly plotted story.

Mignon G. Eberhart's whodunit, *Jury of One* (Random House; 205 pages; \$3.50), is a slickly told puzzler involving three friends—two young men and a woman—with an accident, and a couple of deaths. Fast-paced writing, but as thrillers go this may be classified as "routine."

H. Allen Smith has a ready-built audience, for this big group knows exactly what to expect from him. This time Smith, leaning on the form of an almanac, has done up suburban living brown. In *Let the Crabgrass Grow* (Bernard Geis Associates; 256 pages; \$3.95), he writes about his neighbors and modern living in a Westchester. Smith is a little too late with his theme for it to be fully fresh, but the Smith touch is evident throughout and the chuckles keep rolling.

There is an old Mexican saying, "When the owl cries, an Indian dies"—and from this Paul Bartlett has derived the title of his well-plotted panoramic novel, *When the Owl Cries* (Macmillan Co.; 242 pages; \$4.50). Bartlett has set his story 50 years back, when Mexico was moving into revolution. It is the story of Don Raul Medina and the people around him; of the end of the old feudalistic hacienda life, and the inevitable coming of a new era. The author, an accomplished artist, who has spent eight years in Mexico, leaves no doubt of his great affection for that land.



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